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# 1987 GOVERNMENT RELATIONS SURVEY

## MANUFACTURERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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# 1987 AHMA GOVERNMENT RELATIONS SURVEY SUMMARY

## FOR MANUFACTURERS

**Product line(s) manufactured by your firm:**

08.1 Building Materials
29.4 Hardware
27.9 Hand and Power Tools
04.6 Automotive, Toys and Sports
18.3 Lawn and Garden
17.8 Plumbing and Electrical
13.7 Paint and Sundries
09.6 Housewares

**Annual volume of those product lines indicated above:**

27.9 Under $5 million
16.2 $5-$10 million
22.3 $10-$25 million
14.7 $25-$50 million
17.8 Over $50 million

**Number of employees:**

38.1 Under 100
44.7 100-500
09.6 500-1,000
06.6 over 1,000

**Union status:**

13.7 Unionized
13.2 Partially unionized
36.5 No union
36.5 No Answer

1. Please enter your forecast for 1987 for the following economic indices (on a 12-month average basis) by percentage:

   03.4 % Inflation

   07.1 % Unemployment

   02.7 % Gross national product

   08.1 % Prime interest rate

2. How would you reduce budget deficits?

| | Yes | No | Unsure |
|---|---|---|---|
| • Reduce spending on entitlement programs | 86.6 | 06.7 | 06.7 |
| • Reduce defense spending | 63.6 | 26.2 | 10.3 |
| • Selectively raise taxes (e.g. oil import fees) | 63.0 | 28.1 | 08.9 |

MANUFACTURERS' SURVEY CONTINUED

3. How would you assess the Reagan Administration's policy regarding foreign imports?

04.1 Restrictive

65.5 Lenient

30.5 About right

4. What impact have imports had on your company's sales?

33.5 A significant impact

35.5 A growing impact

31.0 Minor or no impact at all

5. Assess the reasons for the increase in imports in the consumer hardlines industry.

| | Very Important | Moderately Important | Not Important |
|---|---|---|---|
| • Price of imports | 91.8 | 08.1 | --- |
| • Over-valued U.S. dollar | 36.3 | 57.4 | 06.3 |
| • Quality of imports | 23.8 | 59.3 | 16.9 |
| • Non-competitive U.S. labor costs | 64.6 | 30.2 | 05.2 |
| • Consumer acceptance of imports | 39.6 | 54.2 | 06.3 |
| • Unfair foreign trade practices | 44.8 | 42.7 | 12.5 |

6. Please list three countries whose exports are the toughest foreign competition for your company or other domestic consumer hardlines producers:

1. Taiwan 84.4

2. Korea 54.3

3. Japan 53.2

MANUFACTURERS' SURVEY CONTINUED

7. What percentage of your company's raw materials, components, and finished products are produced overseas?

08.5 % Raw materials

05.7 % Components

07.5 % Finished products

8. Does your company currently export?

84.6 Yes 15.4 No

If "Yes," what percentage of your firm's total dollar sales are from exports?

05.3 %

9. Is your company forecasting higher export sales in 1987?

51.6 Yes 48.4 No

If "Yes," what is your estimate of the percentage increase of these sales?

16.7 %

10. If Canadian tariff and non-tariff barriers were eliminated, would you anticipate an increase in sales to Canada?

75.3 Yes 24.7 No

If "Yes," how large an increase? 34.4 %

11. What has been the trend of your company's export sales in 1986 compared with the past few years?

07.3 Significant increase

29.8 Slight increase

34.8 Stable

12.9 Small decline

15.2 Significant decline

12. What percentage of your export sales are made to Canada? 31.1 %

MANUFACTURERS' SURVEY CONTINUED

13. Did your company initiate legal action to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer in 1986?

18.3 Yes 81.7 No

14. Has your company ever requested the Customs Service to inspect and/or seize a shipment of goods which it believed infringed on its trademark or patents?

11.2 Yes 88.8 No

15. From your own experience, is the law which requires imported finished products to be conspicuously marked with their country of origin being adequately enforced by the U.S. Customs Service?

31.7 Yes 68.3 No

16. Does your company place "Made in U.S.A." or similar designation on its products and packaging produced in this country?

Product 60.9 Yes 39.1 No

Packaging 75.0 Yes 25.0 No

17. Has your company obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products?

14.1 Yes 85.9 No

18. Has your company's product liability insurance premiums increased in 1986?

90.2 Yes 09.8 No

If "Yes," estimate the percentage increase. 93.0 %

19. Did your company experience difficulty in renewing this insurance?

42.6 Yes 57.4 No

MANUFACTURERS' SURVEY CONTINUED

20. Did your company's product liability coverage change in 1986?

| Coverage: | Amount of Deductible: |
|---|---|
| 29.8 Decreased | 43.4 Increased |
| 70.2 No change | 56.6 No change |

21. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1987. Please indicate your interest in the following issues by placing the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

| | Very Important | Moderately Important | Not Important | Need More Information |
|---|---|---|---|---|
| 1. Parental and disability leave | 29.3 | 37.8 | 25.5 | 07.4 |
| 2. Double breasting | 04.0 | 23.7 | 17.9 | 54.3 |
| 3. Occupational disease notification | 20.0 | 36.2 | 24.9 | 18.9 |
| 4. Increase in minimum wage | 30.2 | 33.3 | 32.8 | 03.7 |
| 5. Polygraph prohibition | 10.9 | 22.4 | 55.2 | 11.5 |
| 6. Catastrophic health insurance | 45.2 | 32.4 | 10.1 | 12.2 |

1987 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS
TABLE 1

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL | 197<br>100.0% | 16<br>100.0% | 58<br>100.0% | 55<br>100.0% | 9<br>100.0% | 36<br>100.0% | 35<br>100.0% | 27<br>100.0% | 19<br>100.0% | 55<br>100.0% | 32<br>100.0% | 44<br>100.0% | 29<br>100.0% | 35<br>100.0% | 2<br>100.0% |
| BUILDING MATERIALS | 16<br>8.1% | 16<br>100.0% | 6<br>10.3% | 1<br>1.8% | | 3<br>8.3% | 1<br>2.9% | 3<br>11.1% | 1<br>5.3% | 2<br>3.6% | 2<br>6.3% | 3<br>6.8% | 5<br>17.2% | 4<br>11.4% | |
| HARDWARE | 58<br>29.4% | 6<br>37.5% | 58<br>100.0% | 6<br>10.9% | 3<br>33.3% | 6<br>16.7% | 1<br>2.9% | 4<br>14.8% | 8<br>42.1% | 13<br>23.6% | 11<br>34.4% | 11<br>25.0% | 11<br>37.9% | 11<br>31.4% | 1<br>50.0% |
| HAND & POWER TOOLS | 55<br>27.9% | 1<br>6.3% | 6<br>10.3% | 55<br>100.0% | 1<br>11.1% | 7<br>19.4% | | 6<br>22.2% | 3<br>15.8% | 23<br>41.8% | 6<br>18.8% | 10<br>22.7% | 7<br>24.1% | 9<br>25.7% | |
| AUTOMOTIVE, TOYS & SPORTS | 9<br>4.6% | | 3<br>5.2% | 1<br>1.8% | 9<br>100.0% | | 2<br>5.7% | | 2<br>10.5% | 4<br>7.3% | | 1<br>2.3% | 4<br>13.8% | | |
| LAWN & GARDEN | 36<br>18.3% | 3<br>18.8% | 6<br>10.3% | 7<br>12.7% | | 36<br>100.0% | 3<br>8.6% | 1<br>3.7% | 4<br>21.1% | 13<br>23.6% | 4<br>12.5% | 9<br>20.5% | 5<br>17.2% | 5<br>14.3% | |
| PLUMBING & ELECTRICAL | 35<br>17.8% | 1<br>6.3% | 1<br>1.7% | | 2<br>22.2% | 3<br>8.3% | 35<br>100.0% | 1<br>3.7% | 1<br>5.3% | 5<br>9.1% | 6<br>18.8% | 9<br>20.5% | 5<br>17.2% | 10<br>28.6% | |
| PAINT & SUNDRIES | 27<br>13.7% | 3<br>18.8% | 4<br>6.9% | 6<br>10.9% | | 1<br>2.8% | 1<br>2.9% | 27<br>100.0% | 4<br>21.1% | 6<br>10.9% | 5<br>15.6% | 10<br>22.7% | 2<br>6.9% | 4<br>11.4% | |
| HOUSEWARES | 19<br>9.6% | 1<br>6.3% | 8<br>13.8% | 3<br>5.5% | 2<br>22.2% | 4<br>11.1% | 1<br>2.9% | 4<br>14.8% | 19<br>100.0% | 3<br>5.5% | 4<br>12.5% | 9<br>20.5% | 2<br>6.9% | 1<br>2.9% | |
| NO ANSWER | 2<br>1.0% | | | | | | | | | 1<br>1.8% | | | | | 1<br>50.0% |
| SIGMA | 257<br>130.4% | 31<br>194.0% | 92<br>158.5% | 79<br>143.6% | 17<br>188.8% | 60<br>166.6% | 44<br>125.9% | 46<br>170.3% | 42<br>221.2% | 70<br>127.2% | 38<br>118.9% | 62<br>141.0% | 41<br>141.2% | 44<br>125.7% | 2<br>100.0% |

ANNUAL VOLUME OF PRODUCT LINE(S) MANUFACTURED
BY YOUR FIRM:

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| UNDER $5 MILLION | 55 | 2 | 13 | 23 | 4 | 13 | 5 | 6 | 3 | 55 | | | | | |
| | 27.9% | 12.5% | 22.4% | 41.8% | 44.4% | 36.1% | 14.3% | 22.2% | 15.8% | 100.0% | | | | | |
| $5 - $10 MILLION | 32 | 2 | 11 | 6 | | 4 | 6 | 5 | 4 | | 32 | | | | |
| | 16.2% | 12.5% | 19.0% | 10.9% | | 11.1% | 17.1% | 18.5% | 21.1% | | 100.0% | | | | |
| $10 - $25 MILLION | 44 | 3 | 11 | 10 | 1 | 9 | 9 | 10 | 9 | | | 44 | | | |
| | 22.3% | 18.8% | 19.0% | 18.2% | 11.1% | 25.0% | 25.7% | 37.0% | 47.4% | | | 100.0% | | | |
| $25 - $50 MILLION | 29 | 5 | 11 | 7 | 4 | 5 | 5 | 2 | 2 | | | | 29 | | |
| | 14.7% | 31.3% | 19.0% | 12.7% | 44.4% | 13.9% | 14.3% | 7.4% | 10.5% | | | | 100.0% | | |
| OVER $50 MILLION | 35 | 4 | 11 | 9 | | 5 | 10 | 4 | 1 | | | | | 35 | |
| | 17.8% | 25.0% | 19.0% | 16.4% | | 13.9% | 28.6% | 14.8% | 5.3% | | | | | 100.0% | |
| NO ANSWER | 2 | | 1 | | | | | | | | | | | | 2 |
| | 1.0% | | 1.7% | | | | | | | | | | | | 100.0% |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 99.9% | 100.1% | 100.1% | 100.0% | 99.9% | 100.0% | 100.0% | 99.9% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

1987 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS
TABLE 3

NUMBER OF EMPLOYEES

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| UNDER 100 | 75 | 3 | 21 | 26 | 4 | 12 | 9 | 10 | 4 | 50 | 16 | 8 | 1 | | |
| | 38.1% | 18.8% | 36.2% | 47.3% | 44.4% | 33.3% | 25.7% | 37.0% | 21.1% | 90.9% | 50.0% | 18.2% | 3.4% | | |
| 100 - 500 | 88 | 11 | 25 | 22 | 4 | 18 | 16 | 13 | 13 | 4 | 16 | 34 | 25 | 9 | |
| | 44.7% | 68.8% | 43.1% | 40.0% | 44.4% | 50.0% | 45.7% | 48.1% | 68.4% | 7.3% | 50.0% | 77.3% | 86.2% | 25.7% | |
| 500 - 1,000 | 19 | 1 | 7 | 2 | | 4 | 5 | | | | | | 2 | 15 | 2 |
| | 9.6% | 6.3% | 12.1% | 3.6% | | 11.1% | 14.3% | | | | | | 6.9% | 42.9% | 100.0% |
| OVER 1,000 | 13 | 1 | 4 | 4 | 1 | 1 | 4 | 4 | 2 | | | 1 | 1 | 11 | |
| | 6.6% | 6.3% | 6.9% | 7.3% | 11.1% | 2.8% | 11.4% | 14.8% | 10.5% | | | 2.3% | 3.4% | 31.4% | |
| NO ANSWER | 2 | | 1 | 1 | | 1 | 1 | | | 1 | | 1 | | | |
| | 1.0% | | 1.7% | 1.8% | | 2.8% | 2.9% | | | 1.8% | | 2.3% | | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.2% | 100.0% | 100.0% | 99.9% | 100.0% | 100.0% | 99.9% | 100.0% | 100.0% | 100.0% | 100.1% | 99.9% | 100.0% | 100.0% |

UNION STATUS

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| UNIONIZED | 27 | 4 | 10 | 6 | | 2 | 3 | 6 | 5 | 6 | 3 | 8 | 6 | 4 | |
| | 13.7% | 25.0% | 17.2% | 10.9% | | 5.6% | 8.6% | 22.2% | 26.3% | 10.9% | 9.4% | 18.2% | 20.7% | 11.4% | |
| PARTIALLY UNIONIZED | 26 | 2 | 5 | 10 | 1 | 8 | 5 | 5 | 2 | 3 | 1 | 7 | 4 | 11 | |
| | 13.2% | 12.5% | 8.6% | 18.2% | 11.1% | 22.2% | 14.3% | 18.5% | 10.5% | 5.5% | 3.1% | 15.9% | 13.8% | 31.4% | |
| NO UNION | 72 | 4 | 23 | 22 | 5 | 14 | 11 | 9 | 5 | 26 | 14 | 14 | 6 | 11 | 1 |
| | 36.5% | 25.0% | 39.7% | 40.0% | 55.6% | 38.9% | 31.4% | 33.3% | 26.3% | 47.3% | 43.8% | 31.8% | 20.7% | 31.4% | 50.0% |
| NO ANSWER | 72 | 6 | 20 | 17 | 3 | 12 | 16 | 7 | 7 | 20 | 14 | 15 | 13 | 9 | 1 |
| | 36.5% | 37.5% | 34.5% | 30.9% | 33.3% | 33.3% | 45.7% | 25.9% | 36.8% | 36.4% | 43.8% | 34.1% | 44.8% | 25.7% | 50.0% |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 99.9% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 99.9% | 99.9% | 100.1% | 100.1% | 100.0% | 100.0% | 99.9% | 100.0% |

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "INFLATION"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 185<br>100.0% | 12<br>100.0% | 53<br>100.0% | 53<br>100.0% | 8<br>100.0% | 34<br>100.0% | 33<br>100.0% | 26<br>100.0% | 18<br>100.0% | 50<br>100.0% | 31<br>100.0% | 43<br>100.0% | 25<br>100.0% | 34<br>100.0% | 2<br>100.0% |
| .0% | 1<br>.5% | | | | 1<br>12.5% | | | | | 1<br>2.0% | | | | | |
| 1.0% | 3<br>1.6% | | 2<br>3.8% | 1<br>1.9% | | 2<br>5.9% | | | | | 1<br>3.2% | 1<br>2.3% | | 1<br>2.9% | |
| 1.7% | 1<br>.5% | | 1<br>1.9% | | | | | | | | | | | 1<br>2.9% | |
| 2.0% | 21<br>11.4% | 1<br>8.3% | 4<br>7.5% | 4<br>7.5% | | 5<br>14.7% | 5<br>15.2% | 2<br>7.7% | 4<br>22.2% | 5<br>10.0% | 5<br>16.1% | 3<br>7.0% | 4<br>16.0% | 4<br>11.8% | |
| 2.4% | 1<br>.5% | | | | | | 1<br>3.0% | | | | | | 1<br>4.0% | | |
| 2.5% | 7<br>3.8% | | 1<br>1.9% | 3<br>5.7% | | 2<br>5.9% | 1<br>3.0% | 2<br>7.7% | 1<br>5.6% | 2<br>4.0% | 2<br>6.5% | 3<br>7.0% | | | |
| 2.7% | 1<br>.5% | | | | | 1<br>2.9% | 1<br>3.0% | | | 1<br>2.0% | | | | | |
| 2.8% | 1<br>.5% | | 1<br>1.9% | | | | | | | | | | 1<br>4.0% | | |
| 3.0% | 68<br>36.8% | 5<br>41.7% | 24<br>45.3% | 20<br>37.7% | 3<br>37.5% | 12<br>35.3% | 9<br>27.3% | 7<br>26.9% | 6<br>33.3% | 21<br>42.0% | 11<br>35.5% | 14<br>32.6% | 9<br>36.0% | 12<br>35.3% | 1<br>50.0% |
| 3.2% | 2<br>1.1% | | 1<br>1.9% | 1<br>1.9% | | | | | | 1<br>2.0% | | | | 1<br>2.9% | |
| 3.4% | 1<br>.5% | | | | | | 1<br>3.0% | | | | | | 1<br>4.0% | | |
| 3.5% | 14<br>7.6% | 1<br>8.3% | 1<br>1.9% | 3<br>5.7% | 1<br>12.5% | 3<br>8.8% | 6<br>18.2% | 2<br>7.7% | 2<br>11.1% | 2<br>4.0% | 4<br>12.9% | 6<br>14.0% | | 2<br>5.9% | |
| 3.9% | 1<br>.5% | | | | | | | 1<br>3.8% | | 1<br>2.0% | | | | | |



(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "INFLATION"

| | | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 4.0% | | 41 | 3 | 9 | 13 | 1 | 4 | 9 | 9 | 2 | 10 | 5 | 9 | 6 | 11 | |
| | | 22.2% | 25.0% | 17.0% | 24.5% | 12.5% | 11.8% | 27.3% | 34.6% | 11.1% | 20.0% | 16.1% | 20.9% | 24.0% | 32.4% | |
| 4.5% | | 3 | | | 1 | 1 | | | 1 | | 1 | | 1 | | 1 | |
| | | 1.6% | | | 1.9% | 12.5% | | | 3.8% | | 2.0% | | 2.3% | | 2.9% | |
| 4.6% | | 1 | | 1 | | | | | | | | | | | | 1 |
| | | .5% | | 1.9% | | | | | | | | | | | | 50.0% |
| 4.8% | | 1 | | 1 | | | | | | | | 1 | | | | |
| | | .5% | | 1.9% | | | | | | | | 3.2% | | | | |
| 5.0% | | 11 | 1 | 5 | 5 | 1 | 4 | | 1 | 1 | 3 | 2 | 4 | 2 | | |
| | | 5.9% | 8.3% | 9.4% | 9.4% | 12.5% | 11.8% | | 3.8% | 5.6% | 6.0% | 6.5% | 9.3% | 8.0% | | |
| 5.5% | | 1 | | | | | | | | 1 | | | 1 | | | |
| | | .5% | | | | | | | | 5.6% | | | 2.3% | | | |
| 6.0% | | 2 | 1 | 1 | | | 1 | | | | | | 1 | 1 | | |
| | | 1.1% | 8.3% | 1.9% | | | 2.9% | | | | | | 2.3% | 4.0% | | |
| 7.0% | | 1 | | | | | | | | | 1 | | | | | |
| | | .5% | | | | | | | | | 2.0% | | | | | |
| 9.9% | | 2 | | 1 | 2 | | | | 1 | 1 | 1 | | | | 1 | |
| | | 1.1% | | 1.9% | 3.8% | | | | 3.8% | 5.6% | 2.0% | | | | 2.9% | |
| NO ANSWER | | 12 | 4 | 5 | 2 | 1 | 2 | 2 | 1 | 1 | 5 | 1 | 1 | 4 | 1 | |
| | BASE | 185 | 12 | 53 | 53 | 8 | 34 | 33 | 26 | 18 | 50 | 31 | 43 | 25 | 34 | 2 |
| | MEAN | 3.38 | 3.63 | 3.43 | 3.61 | 3.25 | 3.18 | 3.18 | 3.70 | 3.55 | 3.42 | 3.16 | 3.48 | 3.34 | 3.39 | 3.80 |
| SIGMA | | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | | 99.7% | 99.9% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 99.8% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 99.9% | 100.0% |

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 176 | 12 | 50 | 50 | 8 | 33 | 32 | 26 | 17 | 47 | 28 | 40 | 25 | 34 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| .0% | 2 | | | | 1 | 1 | 1 | | | 2 | | | | | |
| | 1.1% | | | | 12.5% | 3.0% | 3.1% | | | 4.3% | | | | | |
| 2.0% | 1 | | | | | 1 | | | | 1 | | | | | |
| | .6% | | | | | 3.0% | | | | 2.1% | | | | | |
| 3.0% | 1 | | | 1 | 1 | | | | | 1 | | | | | |
| | .6% | | | 2.0% | 12.5% | | | | | 2.1% | | | | | |
| 4.0% | 1 | | | | | | | | 1 | 1 | | | | | |
| | .6% | | | | | | | | 5.9% | 2.1% | | | | | |
| 5.0% | 3 | | | 1 | | | 2 | | | | 2 | | | 1 | |
| | 1.7% | | | 2.0% | | | 6.3% | | | | 7.1% | | | 2.9% | |
| 6.0% | 11 | 2 | 2 | | | 2 | | 5 | | 2 | 5 | 2 | 1 | 1 | |
| | 6.3% | 16.7% | 4.0% | | | 6.1% | | 19.2% | | 4.3% | 17.9% | 5.0% | 4.0% | 2.9% | |
| 6.5% | 4 | | | 1 | | | 2 | 1 | | | 2 | 2 | | | |
| | 2.3% | | | 2.0% | | | 6.3% | 3.8% | | | 7.1% | 5.0% | | | |
| 6.7% | 2 | | 1 | | | | 1 | | | | | | 1 | 1 | |
| | 1.1% | | 2.0% | | | | 3.1% | | | | | | 4.0% | 2.9% | |
| 6.9% | 2 | | | 1 | | | | 1 | | 1 | | | | 1 | |
| | 1.1% | | | 2.0% | | | | 3.8% | | 2.1% | | | | 2.9% | |
| 7.0% | 88 | 6 | 27 | 28 | 2 | 16 | 14 | 6 | 11 | 24 | 9 | 20 | 14 | 20 | 1 |
| | 50.0% | 50.0% | 54.0% | 56.0% | 25.0% | 48.5% | 43.8% | 23.1% | 64.7% | 51.1% | 32.1% | 50.0% | 56.0% | 58.8% | 50.0% |
| 7.1% | 2 | | | 2 | | 1 | | 1 | | | | 1 | 1 | | |
| | 1.1% | | | 4.0% | | 3.0% | | 3.8% | | | | 2.5% | 4.0% | | |
| 7.2% | 5 | 1 | 3 | 2 | | | 1 | 2 | | 1 | 1 | 2 | | 1 | |
| | 2.8% | 8.3% | 6.0% | 4.0% | | | 3.1% | 7.7% | | 2.1% | 3.6% | 5.0% | | 2.9% | |
| 7.3% | 1 | | 1 | | | | | | | | | | 1 | | |
| | .6% | | 2.0% | | | | | | | | | | 4.0% | | |



(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 7.4% | 3<br>1.7% | | | 1<br>2.0% | 1<br>12.5% | 1<br>3.0% | 1<br>3.1% | | | 1<br>2.1% | 1<br>3.6% | | 1<br>4.0% | | |
| 7.5% | 18<br>10.2% | 1<br>8.3% | 5<br>10.0% | 7<br>14.0% | | 4<br>12.1% | 4<br>12.5% | 5<br>19.2% | 4<br>23.5% | 4<br>8.5% | 2<br>7.1% | 7<br>17.5% | 2<br>8.0% | 3<br>8.8% | |
| 7.8% | 3<br>1.7% | | | 2<br>4.0% | | | | 1<br>3.8% | | | | 1<br>2.5% | 1<br>4.0% | 1<br>2.9% | |
| 8.0% | 18<br>10.2% | 2<br>16.7% | 7<br>14.0% | 2<br>4.0% | 2<br>25.0% | 2<br>6.1% | 5<br>15.6% | 2<br>7.7% | | 5<br>10.6% | 5<br>17.9% | 2<br>5.0% | 2<br>8.0% | 3<br>8.8% | 1<br>50.0% |
| 8.9% | 1<br>.6% | | | | | 1<br>3.0% | | | | | | | | 1<br>2.9% | |
| 9.0% | 4<br>2.3% | | 1<br>2.0% | | 1<br>12.5% | | 1<br>3.1% | 1<br>3.8% | | | 1<br>3.6% | 2<br>5.0% | 1<br>4.0% | | |
| 9.9% | 6<br>3.4% | | 3<br>6.0% | 2<br>4.0% | | 4<br>12.1% | | 1<br>3.8% | 1<br>5.9% | 4<br>8.5% | | 1<br>2.5% | | 1<br>2.9% | |
| NO ANSWER | 21 | 4 | 8 | 5 | 1 | 3 | 3 | 1 | 2 | 8 | 4 | 4 | 4 | 1 | |
| BASE | 176 | 12 | 50 | 50 | 8 | 33 | 32 | 26 | 17 | 47 | 28 | 40 | 25 | 34 | 2 |
| MEAN | 7.08 | 7.06 | 7.38 | 7.15 | 6.18 | 7.12 | 6.92 | 7.20 | 7.11 | 6.81 | 6.95 | 7.27 | 7.21 | 7.20 | 7.50 |
| SIGMA | 197<br>100.0% | 16<br>100.0% | 58<br>100.0% | 55<br>100.0% | 9<br>100.0% | 36<br>99.9% | 35<br>100.0% | 27<br>99.7% | 19<br>100.0% | 55<br>99.9% | 32<br>100.0% | 44<br>100.0% | 29<br>100.0% | 35<br>99.6% | 2<br>100.0% |

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "GROSS NATIONAL PRODUCT"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 135 | 9 | 42 | 42 | 6 | 22 | 22 | 21 | 12 | 29 | 20 | 34 | 22 | 29 | 1 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| .5% | 2 | | | | 1 | 1 | | | | | 1 | | 1 | | |
| | 1.5% | | | | 16.7% | 4.5% | | | | | 5.0% | | 4.5% | | |
| .8% | 1 | | | | | 1 | | | | | | 1 | | | |
| | .7% | | | | | 4.5% | | | | | | 2.9% | | | |
| 1.0% | 3 | 1 | | 1 | 1 | | | 1 | 1 | 3 | | | | | |
| | 2.2% | 11.1% | | 2.4% | 16.7% | | | 4.8% | 8.3% | 10.3% | | | | | |
| 1.2% | 1 | | | | | 1 | | | | | | | | 1 | |
| | .7% | | | | | 4.5% | | | | | | | | 3.4% | |
| 1.5% | 3 | | 1 | 1 | 1 | | 1 | | | 1 | | 1 | 1 | | |
| | 2.2% | | 2.4% | 2.4% | 16.7% | | 4.5% | | | 3.4% | | 2.9% | 4.5% | | |
| 2.0% | 34 | 1 | 6 | 14 | 2 | 7 | 6 | 4 | 3 | 7 | 4 | 12 | 5 | 6 | |
| | 25.2% | 11.1% | 14.3% | 33.3% | 33.3% | 31.8% | 27.3% | 19.0% | 25.0% | 24.1% | 20.0% | 35.3% | 22.7% | 20.7% | |
| 2.1% | 1 | | | | | | 1 | | | | | | | 1 | |
| | .7% | | | | | | 4.5% | | | | | | | 3.4% | |
| 2.2% | 2 | | 1 | | | | 1 | | | 1 | | | | 1 | |
| | 1.5% | | 2.4% | | | | 4.5% | | | 3.4% | | | | 3.4% | |
| 2.3% | 1 | | 1 | | | | | | | | | | | 1 | |
| | .7% | | 2.4% | | | | | | | | | | | 3.4% | |
| 2.5% | 21 | 1 | 11 | 4 | | 1 | 4 | 5 | 3 | 1 | 6 | 4 | 4 | 6 | |
| | 15.6% | 11.1% | 26.2% | 9.5% | | 4.5% | 18.2% | 23.8% | 25.0% | 3.4% | 30.0% | 11.8% | 18.2% | 20.7% | |
| 2.6% | 1 | | | | | | | 1 | | | | | | 1 | |
| | .7% | | | | | | | 4.8% | | | | | | 3.4% | |
| 2.7% | 3 | | | 3 | | | | | | 1 | | | | 2 | |
| | 2.2% | | | 7.1% | | | | | | 3.4% | | | | 6.9% | |
| 2.8% | 1 | | | 1 | | | | | | | | | 1 | | |
| | .7% | | | 2.4% | | | | | | | | | 4.5% | | |



(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

| | | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 2.9% | | 1<br>.7% | | | | | | | 1<br>4.8% | | 1<br>3.4% | | | | | |
| 3.0% | | 33<br>24.4% | 6<br>66.7% | 13<br>31.0% | 12<br>28.6% | | 6<br>27.3% | 4<br>18.2% | 4<br>19.0% | 2<br>16.7% | 6<br>20.7% | 3<br>15.0% | 10<br>29.4% | 7<br>31.8% | 6<br>20.7% | 1<br>100.0% |
| 3.2% | | 1<br>.7% | | | | | 1<br>4.5% | | | | | | | 1<br>4.5% | | |
| 3.4% | | 1<br>.7% | | | | | | 1<br>4.5% | | | | 1<br>5.0% | | | | |
| 3.5% | | 5<br>3.7% | | 1<br>2.4% | 2<br>4.8% | | | | 2<br>9.5% | 1<br>8.3% | 1<br>3.4% | | 3<br>8.8% | 1<br>4.5% | | |
| 3.6% | | 1<br>.7% | | 1<br>2.4% | | | | | | | | 1<br>5.0% | | | | |
| 4.0% | | 15<br>11.1% | | 5<br>11.9% | 3<br>7.1% | 1<br>16.7% | 3<br>13.6% | 3<br>13.6% | 2<br>9.5% | 1<br>8.3% | 6<br>20.7% | 3<br>15.0% | 2<br>5.9% | 1<br>4.5% | 3<br>10.3% | |
| 4.5% | | 1<br>.7% | | 1<br>2.4% | | | | | | | | | 1<br>2.9% | | | |
| 5.0% | | 1<br>.7% | | | | | | 1<br>4.5% | | | | 1<br>5.0% | | | | |
| 6.0% | | 1<br>.7% | | | | | 1<br>4.5% | | | | 1<br>3.4% | | | | | |
| 9.9% | | 1<br>.7% | | 1<br>2.4% | 1<br>2.4% | | | | 1<br>4.8% | 1<br>8.3% | | | | | 1<br>3.4% | |
| NO ANSWER | | 62 | 7 | 16 | 13 | 3 | 14 | 13 | 6 | 7 | 26 | 12 | 10 | 7 | 6 | 1 |
| | BASE | 135 | 9 | 42 | 42 | 6 | 22 | 22 | 21 | 12 | 29 | 20 | 34 | 22 | 29 | 1 |
| | MEAN | 2.73 | 2.61 | 3.00 | 2.77 | 1.83 | 2.65 | 2.74 | 3.04 | 3.16 | 2.77 | 2.83 | 2.63 | 2.57 | 2.85 | 3.00 |



(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 99.4% | 100.0% | 100.2% | 100.0% | 100.1% | 99.7% | 99.8% | 100.0% | 99.9% | 99.6% | 100.0% | 99.9% | 99.7% | 99.7% | 100.0% |

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 168<br>100.0% | 11<br>100.0% | 48<br>100.0% | 49<br>100.0% | 8<br>100.0% | 29<br>100.0% | 30<br>100.0% | 24<br>100.0% | 16<br>100.0% | 45<br>100.0% | 25<br>100.0% | 41<br>100.0% | 22<br>100.0% | 33<br>100.0% | 2<br>100.0% |
| 1.0% | 1<br>.6% | | | | | | | 1<br>4.2% | | | 1<br>4.0% | | | | |
| 2.0% | 1<br>.6% | | | | | | 1<br>3.3% | | | | 1<br>4.0% | | | | |
| 5.0% | 2<br>1.2% | | 1<br>2.1% | | | 1<br>3.4% | | | | 1<br>2.2% | 1<br>4.0% | | | | |
| 5.5% | 1<br>.6% | 1<br>9.1% | | | | | | | | | | | 1<br>4.5% | | |
| 5.6% | 1<br>.6% | | | | | | | 1<br>4.2% | | | | | | 1<br>3.0% | |
| 6.0% | 5<br>3.0% | | 2<br>4.2% | 1<br>2.0% | | | 2<br>6.7% | | | 3<br>6.7% | 1<br>4.0% | 1<br>2.4% | | | |
| 6.5% | 2<br>1.2% | 1<br>9.1% | 1<br>2.1% | | | | 1<br>3.3% | | | | | | | 2<br>6.1% | |
| 6.8% | 1<br>.6% | | | | | | 1<br>3.3% | | | | | | 1<br>4.5% | | |
| 7.0% | 18<br>10.7% | 2<br>18.2% | 9<br>18.8% | 5<br>10.2% | | 1<br>3.4% | 3<br>10.0% | 2<br>8.3% | 1<br>6.3% | 2<br>4.4% | | 7<br>17.1% | 2<br>9.1% | 6<br>18.2% | 1<br>50.0% |
| 7.2% | 2<br>1.2% | | | 1<br>2.0% | | | 1<br>3.3% | | | 1<br>2.2% | | 1<br>2.4% | | | |
| 7.3% | 1<br>.6% | | | 1<br>2.0% | | | | 1<br>4.2% | | | | | 1<br>4.5% | | |
| 7.5% | 22<br>13.1% | | 1<br>2.1% | 7<br>14.3% | 2<br>25.0% | 4<br>13.8% | 6<br>20.0% | 7<br>29.2% | 3<br>18.8% | 3<br>6.7% | 3<br>12.0% | 9<br>22.0% | 5<br>22.7% | 2<br>6.1% | |
| 7.8% | 1<br>.6% | | 1<br>2.1% | | | | 1<br>3.3% | | | | | 1<br>2.4% | | | |



(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB- ING/ ELEC. | PAINT/ SUN- DRIES | HOUSE- WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 8.0% | 49 | 5 | 17 | 10 | 1 | 12 | 3 | 6 | 9 | 17 | 4 | 10 | 7 | 10 | 1 |
| | 29.2% | 45.5% | 35.4% | 20.4% | 12.5% | 41.4% | 10.0% | 25.0% | 56.3% | 37.8% | 16.0% | 24.4% | 31.8% | 30.3% | 50.0% |
| 8.5% | 9 | | 2 | 4 | 1 | 1 | 3 | | | 1 | 3 | 1 | 1 | 3 | |
| | 5.4% | | 4.2% | 8.2% | 12.5% | 3.4% | 10.0% | | | 2.2% | 12.0% | 2.4% | 4.5% | 9.1% | |
| 9.0% | 29 | 1 | 8 | 12 | 2 | 6 | 4 | 3 | 2 | 11 | 7 | 3 | 2 | 6 | |
| | 17.3% | 9.1% | 16.7% | 24.5% | 25.0% | 20.7% | 13.3% | 12.5% | 12.5% | 24.4% | 28.0% | 7.3% | 9.1% | 18.2% | |
| 9.5% | 3 | | | 1 | 1 | | 2 | | | 1 | | | 1 | 1 | |
| | 1.8% | | | 2.0% | 12.5% | | 6.7% | | | 2.2% | | | 4.5% | 3.0% | |
| 9.8% | 1 | | | 1 | | 1 | | | | | | 1 | | | |
| | .6% | | | 2.0% | | 3.4% | | | | | | 2.4% | | | |
| 9.9% | 19 | 1 | 6 | 6 | 1 | 3 | 2 | 3 | 1 | 5 | 4 | 7 | 1 | 2 | |
| | 11.3% | 9.1% | 12.5% | 12.2% | 12.5% | 10.3% | 6.7% | 12.5% | 6.3% | 11.1% | 16.0% | 17.1% | 4.5% | 6.1% | |
| NO ANSWER | 29 | 5 | 10 | 6 | 1 | 7 | 5 | 3 | 3 | 10 | 7 | 3 | 7 | 2 | |
| BASE | 168 | 11 | 48 | 49 | 8 | 29 | 30 | 24 | 16 | 45 | 25 | 41 | 22 | 33 | 2 |
| MEAN | 8.04 | 7.72 | 8.05 | 8.34 | 8.61 | 8.28 | 7.75 | 7.71 | 8.09 | 8.20 | 7.86 | 8.10 | 7.86 | 8.01 | 7.50 |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.2% | 100.1% | 100.2% | 99.8% | 100.0% | 99.8% | 99.9% | 100.1% | 100.2% | 99.9% | 100.0% | 99.9% | 99.7% | 100.1% | 100.0% |

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING SPENDING ON ENTITLEMENT PROGRAMS

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 194 | 16 | 58 | 54 | 9 | 35 | 34 | 27 | 18 | 54 | 31 | 43 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 168 | 16 | 52 | 50 | 7 | 28 | 27 | 22 | 15 | 46 | 25 | 40 | 26 | 30 | 1 |
| | 86.6% | 100.0% | 89.7% | 92.6% | 77.8% | 80.0% | 79.4% | 81.5% | 83.3% | 85.2% | 80.6% | 93.0% | 89.7% | 85.7% | 50.0% |
| NO | 13 | | 2 | 2 | 1 | 4 | 3 | 3 | 2 | 3 | 4 | 3 | 3 | | |
| | 6.7% | | 3.4% | 3.7% | 11.1% | 11.4% | 8.8% | 11.1% | 11.1% | 5.6% | 12.9% | 7.0% | 10.3% | | |
| UNSURE | 13 | | 4 | 2 | 1 | 3 | 4 | 2 | 1 | 5 | 2 | | | 5 | 1 |
| | 6.7% | | 6.9% | 3.7% | 11.1% | 8.6% | 11.8% | 7.4% | 5.6% | 9.3% | 6.5% | | | 14.3% | 50.0% |
| NO ANSWER | 3 | | | 1 | | 1 | 1 | | 1 | 1 | 1 | 1 | | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 195 | 16 | 58 | 55 | 9 | 35 | 34 | 27 | 18 | 55 | 31 | 43 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 124 | 10 | 37 | 42 | 5 | 26 | 19 | 16 | 10 | 39 | 19 | 24 | 18 | 24 | |
| | 63.6% | 62.5% | 63.8% | 76.4% | 55.6% | 74.3% | 55.9% | 59.3% | 55.6% | 70.9% | 61.3% | 55.8% | 62.1% | 68.6% | |
| NO | 51 | 6 | 14 | 7 | 4 | 5 | 11 | 7 | 6 | 12 | 9 | 16 | 6 | 7 | 1 |
| | 26.2% | 37.5% | 24.1% | 12.7% | 44.4% | 14.3% | 32.4% | 25.9% | 33.3% | 21.8% | 29.0% | 37.2% | 20.7% | 20.0% | 50.0% |
| UNSURE | 20 | | 7 | 6 | | 4 | 4 | 4 | 2 | 4 | 3 | 3 | 5 | 4 | 1 |
| | 10.3% | | 12.1% | 10.9% | | 11.4% | 11.8% | 14.8% | 11.1% | 7.3% | 9.7% | 7.0% | 17.2% | 11.4% | 50.0% |
| NO ANSWER | 2 | | | | | 1 | 1 | | 1 | | 1 | 1 | | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES (E.G. OIL IMPORT FEES)

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 192 | 16 | 58 | 54 | 9 | 35 | 33 | 27 | 18 | 54 | 32 | 40 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 121 | 14 | 35 | 38 | 6 | 21 | 20 | 16 | 12 | 38 | 18 | 25 | 17 | 22 | 1 |
| | 63.0% | 87.5% | 60.3% | 70.4% | 66.7% | 60.0% | 60.6% | 59.3% | 66.7% | 70.4% | 56.3% | 62.5% | 58.6% | 62.9% | 50.0% |
| NO | 54 | 2 | 20 | 14 | 2 | 13 | 8 | 8 | 3 | 13 | 11 | 11 | 10 | 9 | |
| | 28.1% | 12.5% | 34.5% | 25.9% | 22.2% | 37.1% | 24.2% | 29.6% | 16.7% | 24.1% | 34.4% | 27.5% | 34.5% | 25.7% | |
| UNSURE | 17 | | 3 | 2 | 1 | 1 | 5 | 3 | 3 | 3 | 3 | 4 | 2 | 4 | 1 |
| | 8.9% | | 5.2% | 3.7% | 11.1% | 2.9% | 15.2% | 11.1% | 16.7% | 5.6% | 9.4% | 10.0% | 6.9% | 11.4% | 50.0% |
| NO ANSWER | 5 | | | 1 | | 1 | 2 | | 1 | 1 | | 4 | | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.1% | 100.1% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.3- HOW WOULD YOU ASSESS THE REAGAN ADMINISTRATION'S POLICY REGARDING FOREIGN IMPORTS?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| RESTRICTIVE | 8 | 1 | 1 | 3 | | 3 | 2 | | 1 | 3 | 1 | 3 | | 1 | |
| | 4.1% | 6.3% | 1.7% | 5.5% | | 8.3% | 5.7% | | 5.3% | 5.5% | 3.1% | 6.8% | | 2.9% | |
| LENIENT | 129 | 11 | 40 | 41 | 8 | 21 | 21 | 14 | 14 | 41 | 25 | 26 | 15 | 21 | 1 |
| | 65.5% | 68.8% | 69.0% | 74.5% | 88.9% | 58.3% | 60.0% | 51.9% | 73.7% | 74.5% | 78.1% | 59.1% | 51.7% | 60.0% | 50.0% |
| ABOUT RIGHT | 60 | 4 | 17 | 11 | 1 | 12 | 12 | 13 | 4 | 11 | 6 | 15 | 14 | 13 | 1 |
| | 30.5% | 25.0% | 29.3% | 20.0% | 11.1% | 33.3% | 34.3% | 48.1% | 21.1% | 20.0% | 18.8% | 34.1% | 48.3% | 37.1% | 50.0% |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.1% | 100.1% | 100.0% | 100.0% | 100.0% | 99.9% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.4- WHAT IMPACT HAVE IMPORTS HAD ON YOUR COMPANY'S SALES?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| A SIGNIFICANT IMPACT | 66 | 6 | 23 | 24 | 6 | 9 | 8 | 2 | 6 | 21 | 8 | 16 | 10 | 10 | 1 |
| | 33.5% | 37.5% | 39.7% | 43.6% | 66.7% | 25.0% | 22.9% | 7.4% | 31.6% | 38.2% | 25.0% | 36.4% | 34.5% | 28.6% | 50.0% |
| A GROWING IMPACT | 70 | 1 | 20 | 22 | 1 | 16 | 15 | 8 | 7 | 15 | 11 | 14 | 10 | 19 | 1 |
| | 35.5% | 6.3% | 34.5% | 40.0% | 11.1% | 44.4% | 42.9% | 29.6% | 36.8% | 27.3% | 34.4% | 31.8% | 34.5% | 54.3% | 50.0% |
| MINOR OR NO IMPACT AT ALL | 61 | 9 | 15 | 9 | 2 | 11 | 12 | 17 | 6 | 19 | 13 | 14 | 9 | 6 | |
| | 31.0% | 56.3% | 25.9% | 16.4% | 22.2% | 30.6% | 34.3% | 63.0% | 31.6% | 34.5% | 40.6% | 31.8% | 31.0% | 17.1% | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.1% | 100.0% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
PRICE OF IMPORTS

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 195 | 16 | 56 | 54 | 9 | 35 | 35 | 27 | 19 | 55 | 32 | 43 | 28 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT | 179 | 14 | 54 | 52 | 9 | 31 | 31 | 23 | 16 | 52 | 28 | 40 | 25 | 32 | 2 |
| | 91.8% | 87.5% | 96.4% | 96.3% | 100.0% | 88.6% | 88.6% | 85.2% | 84.2% | 94.5% | 87.5% | 93.0% | 89.3% | 91.4% | 100.0% |
| MODERATELY IMPORTANT | 16 | 2 | 2 | 2 | | 4 | 4 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | |
| | 8.2% | 12.5% | 3.6% | 3.7% | | 11.4% | 11.4% | 14.8% | 15.8% | 5.5% | 12.5% | 7.0% | 10.7% | 8.6% | |
| NO ANSWER | 2 | | 2 | 1 | | 1 | | | | | | 1 | 1 | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
OVER-VALUED U.S. DOLLAR

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 190 | 16 | 56 | 51 | 9 | 34 | 34 | 27 | 19 | 50 | 32 | 43 | 28 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT | 69 | 3 | 15 | 20 | 4 | 13 | 14 | 10 | 6 | 17 | 10 | 19 | 10 | 13 | |
| | 36.3% | 18.8% | 26.8% | 39.2% | 44.4% | 38.2% | 41.2% | 37.0% | 31.6% | 34.0% | 31.3% | 44.2% | 35.7% | 37.1% | |
| MODERATELY IMPORTANT | 109 | 13 | 39 | 26 | 5 | 19 | 17 | 16 | 12 | 29 | 17 | 22 | 18 | 21 | 2 |
| | 57.4% | 81.3% | 69.6% | 51.0% | 55.6% | 55.9% | 50.0% | 59.3% | 63.2% | 58.0% | 53.1% | 51.2% | 64.3% | 60.0% | 100.0% |
| NOT IMPORTANT | 12 | | 2 | 5 | | 2 | 3 | 1 | 1 | 4 | 5 | 2 | | 1 | |
| | 6.3% | | 3.6% | 9.8% | | 5.9% | 8.8% | 3.7% | 5.3% | 8.0% | 15.6% | 4.7% | | 2.9% | |
| NO ANSWER | 7 | | 2 | 4 | | 2 | 1 | | | 5 | | 1 | 1 | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% |

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 189 | 16 | 57 | 52 | 9 | 34 | 32 | 27 | 19 | 49 | 32 | 42 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT | 45 | 4 | 15 | 10 | 2 | 10 | 6 | 7 | 4 | 15 | 8 | 4 | 9 | 8 | 1 |
| | 23.8% | 25.0% | 26.3% | 19.2% | 22.2% | 29.4% | 18.8% | 25.9% | 21.1% | 30.6% | 25.0% | 9.5% | 31.0% | 22.9% | 50.0% |
| MODERATELY IMPORTANT | 112 | 10 | 31 | 35 | 4 | 21 | 17 | 15 | 11 | 28 | 20 | 34 | 11 | 19 | |
| | 59.3% | 62.5% | 54.4% | 67.3% | 44.4% | 61.8% | 53.1% | 55.6% | 57.9% | 57.1% | 62.5% | 81.0% | 37.9% | 54.3% | |
| NOT IMPORTANT | 32 | 2 | 11 | 7 | 3 | 3 | 9 | 5 | 4 | 6 | 4 | 4 | 9 | 8 | 1 |
| | 16.9% | 12.5% | 19.3% | 13.5% | 33.3% | 8.8% | 28.1% | 18.5% | 21.1% | 12.2% | 12.5% | 9.5% | 31.0% | 22.9% | 50.0% |
| NO ANSWER | 8 | | 1 | 3 | | 2 | 3 | | | 6 | | 2 | | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 99.9% | 100.0% | 100.0% | 100.0% | 100.1% | 99.9% | 100.0% | 100.0% | 99.9% | 100.1% | 100.0% |

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 192 | 16 | 57 | 53 | 9 | 35 | 34 | 27 | 19 | 51 | 32 | 43 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT | 124 | 10 | 32 | 31 | 7 | 22 | 22 | 23 | 12 | 36 | 21 | 31 | 17 | 19 | |
| | 64.6% | 62.5% | 56.1% | 58.5% | 77.8% | 62.9% | 64.7% | 85.2% | 63.2% | 70.6% | 65.6% | 72.1% | 58.6% | 54.3% | |
| MODERATELY IMPORTANT | 58 | 6 | 21 | 21 | 2 | 10 | 12 | 3 | 5 | 15 | 8 | 11 | 9 | 13 | 2 |
| | 30.2% | 37.5% | 36.8% | 39.6% | 22.2% | 28.6% | 35.3% | 11.1% | 26.3% | 29.4% | 25.0% | 25.6% | 31.0% | 37.1% | 100.0% |
| NOT IMPORTANT | 10 | | 4 | 1 | | 3 | | 1 | 2 | | 3 | 1 | 3 | 3 | |
| | 5.2% | | 7.0% | 1.9% | | 8.6% | | 3.7% | 10.5% | | 9.4% | 2.3% | 10.3% | 8.6% | |
| NO ANSWER | 5 | | 1 | 2 | | 1 | 1 | | | 4 | | 1 | | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 99.9% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 99.9% | 100.0% | 100.0% |

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 192 | 16 | 57 | 53 | 9 | 35 | 34 | 27 | 19 | 51 | 32 | 43 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT | 76 | 7 | 26 | 18 | 5 | 15 | 12 | 7 | 9 | 27 | 13 | 16 | 11 | 9 | |
| | 39.6% | 43.8% | 45.6% | 34.0% | 55.6% | 42.9% | 35.3% | 25.9% | 47.4% | 52.9% | 40.6% | 37.2% | 37.9% | 25.7% | |
| MODERATELY IMPORTANT | 104 | 8 | 25 | 34 | 3 | 19 | 21 | 19 | 8 | 20 | 16 | 26 | 17 | 24 | 1 |
| | 54.2% | 50.0% | 43.9% | 64.2% | 33.3% | 54.3% | 61.8% | 70.4% | 42.1% | 39.2% | 50.0% | 60.5% | 58.6% | 68.6% | 50.0% |
| NOT IMPORTANT | 12 | 1 | 6 | 1 | 1 | 1 | 1 | 1 | 2 | 4 | 3 | 1 | 1 | 2 | 1 |
| | 6.3% | 6.3% | 10.5% | 1.9% | 11.1% | 2.9% | 2.9% | 3.7% | 10.5% | 7.8% | 9.4% | 2.3% | 3.4% | 5.7% | 50.0% |
| NO ANSWER | 5 | | 1 | 2 | | 1 | 1 | | | 4 | | 1 | | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.1% | 100.1% | 100.0% | 100.1% | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 99.9% | 100.0% | 100.0% | 99.9% | 100.0% | 100.0% |

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 192 | 16 | 56 | 53 | 9 | 36 | 35 | 27 | 18 | 51 | 32 | 43 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT | 86 | 9 | 22 | 24 | 5 | 18 | 17 | 15 | 5 | 22 | 16 | 19 | 16 | 12 | 1 |
| | 44.8% | 56.3% | 39.3% | 45.3% | 55.6% | 50.0% | 48.6% | 55.6% | 27.8% | 43.1% | 50.0% | 44.2% | 55.2% | 34.3% | 50.0% |
| MODERATELY IMPORTANT | 82 | 6 | 26 | 23 | 3 | 15 | 13 | 7 | 9 | 23 | 13 | 19 | 7 | 19 | 1 |
| | 42.7% | 37.5% | 46.4% | 43.4% | 33.3% | 41.7% | 37.1% | 25.9% | 50.0% | 45.1% | 40.6% | 44.2% | 24.1% | 54.3% | 50.0% |
| NOT IMPORTANT | 24 | 1 | 8 | 6 | 1 | 3 | 5 | 5 | 4 | 6 | 3 | 5 | 6 | 4 | |
| | 12.5% | 6.3% | 14.3% | 11.3% | 11.1% | 8.3% | 14.3% | 18.5% | 22.2% | 11.8% | 9.4% | 11.6% | 20.7% | 11.4% | |
| NO ANSWER | 5 | | 2 | 2 | | | | | 1 | 4 | | 1 | | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.6· THREE COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR YOUR COMPANY OR OTHER DOMESTIC CONSUMER HARDLINES PRODUCERS

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 173 | 13 | 52 | 53 | 9 | 33 | 30 | 21 | 16 | 46 | 27 | 40 | 24 | 34 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| TAIWAN | 146 | 8 | 45 | 47 | 9 | 27 | 27 | 18 | 15 | 40 | 19 | 32 | 21 | 32 | 2 |
| | 84.4% | 61.5% | 86.5% | 88.7% | 100.0% | 81.8% | 90.0% | 85.7% | 93.8% | 87.0% | 70.4% | 80.0% | 87.5% | 94.1% | 100.0% |
| KOREA | 94 | 7 | 33 | 30 | 7 | 15 | 18 | 10 | 11 | 21 | 16 | 22 | 13 | 21 | 1 |
| | 54.3% | 53.8% | 63.5% | 56.6% | 77.8% | 45.5% | 60.0% | 47.6% | 68.8% | 45.7% | 59.3% | 55.0% | 54.2% | 61.8% | 50.0% |
| JAPAN | 92 | 8 | 27 | 32 | 4 | 21 | 13 | 14 | 7 | 26 | 11 | 23 | 11 | 20 | 1 |
| | 53.2% | 61.5% | 51.9% | 60.4% | 44.4% | 63.6% | 43.3% | 66.7% | 43.8% | 56.5% | 40.7% | 57.5% | 45.8% | 58.8% | 50.0% |
| CHINA | 29 | 5 | 11 | 13 | 1 | 1 | 1 | 1 | 3 | 8 | 8 | 4 | 6 | 3 | |
| | 16.8% | 38.5% | 21.2% | 24.5% | 11.1% | 3.0% | 3.3% | 4.8% | 18.8% | 17.4% | 29.6% | 10.0% | 25.0% | 8.8% | |
| HONG KONG | 25 | 1 | 9 | 6 | | 3 | 8 | 2 | 2 | 5 | 2 | 7 | 6 | 5 | |
| | 14.5% | 7.7% | 17.3% | 11.3% | | 9.1% | 26.7% | 9.5% | 12.5% | 10.9% | 7.4% | 17.5% | 25.0% | 14.7% | |
| BRAZIL | 18 | 1 | 4 | 4 | 1 | 6 | 2 | 6 | 2 | 5 | 5 | 2 | 1 | 5 | |
| | 10.4% | 7.7% | 7.7% | 7.5% | 11.1% | 18.2% | 6.7% | 28.6% | 12.5% | 10.9% | 18.5% | 5.0% | 4.2% | 14.7% | |
| ITALY | 13 | | 1 | 1 | 2 | 5 | 4 | 2 | 3 | 4 | 3 | 2 | 1 | 3 | |
| | 7.5% | | 1.9% | 1.9% | 22.2% | 15.2% | 13.3% | 9.5% | 18.8% | 8.7% | 11.1% | 5.0% | 4.2% | 8.8% | |
| GERMANY | 12 | | 1 | 4 | | 2 | 3 | 1 | | 2 | 2 | 4 | 1 | 2 | 1 |
| | 6.9% | | 1.9% | 7.5% | | 6.1% | 10.0% | 4.8% | | 4.3% | 7.4% | 10.0% | 4.2% | 5.9% | 50.0% |
| MEXICO | 10 | 1 | 4 | 2 | | 2 | 1 | 1 | 1 | 3 | 2 | 3 | 1 | 1 | |
| | 5.8% | 7.7% | 7.7% | 3.8% | | 6.1% | 3.3% | 4.8% | 6.3% | 6.5% | 7.4% | 7.5% | 4.2% | 2.9% | |
| ALL OTHER | 28 | 4 | 9 | 8 | 2 | 6 | 3 | 3 | 1 | 7 | 5 | 7 | 4 | 4 | 1 |
| | 16.2% | 30.8% | 17.3% | 15.1% | 22.2% | 18.2% | 10.0% | 14.3% | 6.3% | 15.2% | 18.5% | 17.5% | 16.7% | 11.8% | 50.0% |
| NO ANSWER | 24 | 3 | 6 | 2 | | 3 | 5 | 6 | 3 | 9 | 5 | 4 | 5 | 1 | |
| SIGMA | 491 | 38 | 150 | 149 | 26 | 91 | 85 | 64 | 48 | 130 | 78 | 110 | 70 | 97 | 6 |
| | 270.0% | 269.2% | 276.9% | 277.3% | 288.8% | 266.8% | 266.6% | 276.3% | 281.6% | 263.1% | 270.3% | 265.0% | 271.0% | 282.3% | 300.0% |

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S RAW MATERIALS ARE PRODUCED OVERSEAS?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 163<br>100.0% | 15<br>100.0% | 46<br>100.0% | 44<br>100.0% | 8<br>100.0% | 29<br>100.0% | 31<br>100.0% | 26<br>100.0% | 15<br>100.0% | 46<br>100.0% | 26<br>100.0% | 36<br>100.0% | 27<br>100.0% | 26<br>100.0% | 2<br>100.0% |
| 0% | 90<br>55.2% | 9<br>60.0% | 23<br>50.0% | 24<br>54.5% | 6<br>75.0% | 16<br>55.2% | 17<br>54.8% | 12<br>46.2% | 5<br>33.3% | 28<br>60.9% | 12<br>46.2% | 20<br>55.6% | 15<br>55.6% | 13<br>50.0% | 2<br>100.0% |
| 1% | 4<br>2.5% | | 2<br>4.3% | 2<br>4.5% | | | 1<br>3.2% | 1<br>3.8% | 1<br>6.7% | 1<br>2.2% | | | | 3<br>11.5% | |
| 2% | 5<br>3.1% | 1<br>6.7% | 1<br>2.2% | | | 1<br>3.4% | | 2<br>7.7% | 1<br>6.7% | 2<br>4.3% | 1<br>3.8% | | 2<br>7.4% | | |
| 5% | 18<br>11.0% | 3<br>20.0% | 5<br>10.9% | 5<br>11.4% | 1<br>12.5% | 4<br>13.8% | 4<br>12.9% | 3<br>11.5% | 2<br>13.3% | 4<br>8.7% | 3<br>11.5% | 3<br>8.3% | 4<br>14.8% | 4<br>15.4% | |
| 7% | 1<br>.6% | | 1<br>2.2% | | | | | | | | | | 1<br>3.7% | | |
| 10% | 11<br>6.7% | 1<br>6.7% | 1<br>2.2% | 3<br>6.8% | 1<br>12.5% | 3<br>10.3% | 2<br>6.5% | 3<br>11.5% | 2<br>13.3% | 2<br>4.3% | 1<br>3.8% | 4<br>11.1% | 3<br>11.1% | 1<br>3.8% | |
| 13% | 1<br>.6% | | | 1<br>2.3% | | | | | | | | | | 1<br>3.8% | |
| 15% | 5<br>3.1% | | 1<br>2.2% | 2<br>4.5% | | 1<br>3.4% | 2<br>6.5% | 1<br>3.8% | | | 2<br>7.7% | | 2<br>7.4% | 1<br>3.8% | |
| 20% | 6<br>3.7% | | 2<br>4.3% | | | 2<br>6.9% | 1<br>3.2% | 1<br>3.8% | 1<br>6.7% | 1<br>2.2% | 4<br>15.4% | | | 1<br>3.8% | |
| 25% | 4<br>2.5% | | | 1<br>2.3% | | | 2<br>6.5% | 1<br>3.8% | | 1<br>2.2% | | 1<br>2.8% | | 2<br>7.7% | |
| 27% | 1<br>.6% | | | 1<br>2.3% | | | | | | 1<br>2.2% | | | | | |
| 30% | 5<br>3.1% | | 2<br>4.3% | 2<br>4.5% | | | 1<br>3.2% | | | 2<br>4.3% | 1<br>3.8% | 2<br>5.6% | | | |
| 33% | 2<br>1.2% | 1<br>6.7% | 1<br>2.2% | 1<br>2.3% | | | | | | | 2<br>7.7% | | | | |
| 40% | 3<br>1.8% | | 2<br>4.3% | | | 2<br>6.9% | | 2<br>7.7% | 2<br>13.3% | | | 3<br>8.3% | | | |



(CONTINUED...)

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S RAW MATERIALS ARE PRODUCED OVERSEAS?

| | | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 50% | | 3<br>1.8% | | 2<br>4.3% | 1<br>2.3% | | | | | 1<br>6.7% | 2<br>4.3% | | 1<br>2.8% | | | |
| 60% | | 1<br>.6% | | 1<br>2.2% | | | | | | | 1<br>2.2% | | | | | |
| 85% | | 1<br>.6% | | 1<br>2.2% | | | | | | | 1<br>2.2% | | | | | |
| 95% | | 1<br>.6% | | 1<br>2.2% | | | | 1<br>3.2% | | | | | 1<br>2.8% | | | |
| 100% | | 1<br>.6% | | | 1<br>2.3% | | | | | | | | 1<br>2.8% | | | |
| NO ANSWER | | 34 | 1 | 12 | 11 | 1 | 7 | 4 | 1 | 4 | 9 | 6 | 8 | 2 | 9 | |
| | BASE | 163 | 15 | 46 | 44 | 8 | 29 | 31 | 26 | 15 | 46 | 26 | 36 | 27 | 26 | 2 |
| | MEAN | 8.48 | 4.00 | 13.35 | 8.98 | 1.88 | 6.45 | 8.58 | 7.31 | 12.20 | 9.17 | 8.96 | 14.03 | 3.37 | 5.04 | 0.00 |
| SIGMA | | 197<br>99.9% | 16<br>100.1% | 58<br>100.0% | 55<br>100.0% | 9<br>100.0% | 36<br>99.9% | 35<br>100.0% | 27<br>99.8% | 19<br>100.0% | 55<br>100.0% | 32<br>99.9% | 44<br>100.1% | 29<br>100.0% | 35<br>99.8% | 2<br>100.0% |

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S COMPONENTS ARE PRODUCED OVERSEAS?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB- ING/ ELEC. | PAINT/ SUN- DRIES | HOUSE- WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 164 | 15 | 46 | 50 | 9 | 27 | 31 | 24 | 15 | 42 | 26 | 37 | 27 | 30 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 0% | 82 | 10 | 19 | 24 | 7 | 13 | 10 | 13 | 6 | 25 | 16 | 16 | 13 | 10 | 2 |
| | 50.0% | 66.7% | 41.3% | 48.0% | 77.8% | 48.1% | 32.3% | 54.2% | 40.0% | 59.5% | 61.5% | 43.2% | 48.1% | 33.3% | 100.0% |
| 1% | 18 | 1 | 6 | 5 | | 4 | 4 | 5 | 1 | 2 | | 4 | 4 | 8 | |
| | 11.0% | 6.7% | 13.0% | 10.0% | | 14.8% | 12.9% | 20.8% | 6.7% | 4.8% | | 10.8% | 14.8% | 26.7% | |
| 2% | 9 | 1 | 4 | 2 | | 1 | 3 | 1 | 1 | 2 | 1 | 3 | | 3 | |
| | 5.5% | 6.7% | 8.7% | 4.0% | | 3.7% | 9.7% | 4.2% | 6.7% | 4.8% | 3.8% | 8.1% | | 10.0% | |
| 3% | 4 | | | 1 | | 1 | 2 | | | 1 | | 2 | 1 | | |
| | 2.4% | | | 2.0% | | 3.7% | 6.5% | | | 2.4% | | 5.4% | 3.7% | | |
| 4% | 1 | | | 1 | | | | | | 1 | | | | | |
| | .6% | | | 2.0% | | | | | | 2.4% | | | | | |
| 5% | 19 | 1 | 6 | 6 | 1 | 3 | 4 | 4 | 4 | 2 | 4 | 7 | 3 | 3 | |
| | 11.6% | 6.7% | 13.0% | 12.0% | 11.1% | 11.1% | 12.9% | 16.7% | 26.7% | 4.8% | 15.4% | 18.9% | 11.1% | 10.0% | |
| 6% | 1 | | 1 | | | | | | | | | | 1 | | |
| | .6% | | 2.2% | | | | | | | | | | 3.7% | | |
| 10% | 8 | | 3 | 1 | | 3 | 3 | | | 2 | 3 | 2 | | 1 | |
| | 4.9% | | 6.5% | 2.0% | | 11.1% | 9.7% | | | 4.8% | 11.5% | 5.4% | | 3.3% | |
| 11% | 1 | | | | | | 1 | | | | | | 1 | | |
| | .6% | | | | | | 3.2% | | | | | | 3.7% | | |
| 15% | 3 | 1 | 1 | 1 | | | 1 | | | 1 | 1 | | 1 | | |
| | 1.8% | 6.7% | 2.2% | 2.0% | | | 3.2% | | | 2.4% | 3.8% | | 3.7% | | |
| 20% | 8 | | 2 | 4 | | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 2 | 3 | |
| | 4.9% | | 4.3% | 8.0% | | 3.7% | 3.2% | 4.2% | 13.3% | 2.4% | 3.8% | 2.7% | 7.4% | 10.0% | |
| 25% | 4 | | 1 | 1 | 1 | | 2 | | 1 | 1 | | 1 | 1 | 1 | |
| | 2.4% | | 2.2% | 2.0% | 11.1% | | 6.5% | | 6.7% | 2.4% | | 2.7% | 3.7% | 3.3% | |
| 30% | 1 | | | 1 | | | | | | 1 | | | | | |
| | .6% | | | 2.0% | | | | | | 2.4% | | | | | |
| 50% | 3 | 1 | 3 | 1 | | 1 | | | | 3 | | | | | |
| | 1.8% | 6.7% | 6.5% | 2.0% | | 3.7% | | | | 7.1% | | | | | |



(CONTINUED...)

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S COMPONENTS ARE PRODUCED OVERSEAS?

| | | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB- ING/ ELEC. | PAINT/ SUN- DRIES | HOUSE- WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 100% | | 2<br>1.2% | | | 2<br>4.0% | | | | | | | | 1<br>2.7% | | 1<br>3.3% | |
| NO ANSWER | | 33 | 1 | 12 | 5 | | 9 | 4 | 3 | 4 | 13 | 6 | 7 | 2 | 5 | |
| | BASE | 164 | 15 | 46 | 50 | 9 | 27 | 31 | 24 | 15 | 42 | 26 | 37 | 27 | 30 | 2 |
| | MEAN | 5.67 | 4.87 | 6.74 | 9.12 | 3.33 | 4.59 | 5.23 | 1.96 | 5.87 | 6.74 | 3.35 | 5.84 | 4.41 | 7.47 | 0.00 |
| SIGMA | | 197<br>99.9% | 16<br>100.2% | 58<br>99.9% | 55<br>100.0% | 9<br>100.0% | 36<br>99.9% | 35<br>100.1% | 27<br>100.1% | 19<br>100.1% | 55<br>100.2% | 32<br>99.8% | 44<br>99.9% | 29<br>99.9% | 35<br>99.9% | 2<br>100.0% |

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S FINISHED PRODUCTS ARE PRODUCED OVERSEAS?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 177 | 14 | 51 | 52 | 9 | 30 | 31 | 25 | 16 | 46 | 30 | 39 | 28 | 32 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 0% | 81 | 9 | 15 | 21 | 4 | 15 | 17 | 14 | 4 | 30 | 13 | 16 | 11 | 9 | 2 |
| | 45.8% | 64.3% | 29.4% | 40.4% | 44.4% | 50.0% | 54.8% | 56.0% | 25.0% | 65.2% | 43.3% | 41.0% | 39.3% | 28.1% | 100.0% |
| 1% | 12 | 2 | 5 | 3 | | 3 | 2 | 1 | 2 | 1 | 1 | 4 | 3 | 3 | |
| | 6.8% | 14.3% | 9.8% | 5.8% | | 10.0% | 6.5% | 4.0% | 12.5% | 2.2% | 3.3% | 10.3% | 10.7% | 9.4% | |
| 2% | 14 | | 5 | 5 | | 2 | 2 | 4 | 4 | 2 | 5 | 1 | 2 | 4 | |
| | 7.9% | | 9.8% | 9.6% | | 6.7% | 6.5% | 16.0% | 25.0% | 4.3% | 16.7% | 2.6% | 7.1% | 12.5% | |
| 3% | 8 | | 2 | 4 | | 1 | 1 | 1 | | 3 | 2 | 2 | | 1 | |
| | 4.5% | | 3.9% | 7.7% | | 3.3% | 3.2% | 4.0% | | 6.5% | 6.7% | 5.1% | | 3.1% | |
| 4% | 1 | | | | | | 1 | | | | | | | 1 | |
| | .6% | | | | | | 3.2% | | | | | | | 3.1% | |
| 5% | 21 | 1 | 8 | 6 | 4 | 2 | 2 | 4 | 2 | 2 | 4 | 4 | 6 | 5 | |
| | 11.9% | 7.1% | 15.7% | 11.5% | 44.4% | 6.7% | 6.5% | 16.0% | 12.5% | 4.3% | 13.3% | 10.3% | 21.4% | 15.6% | |
| 6% | 2 | | 2 | | | | | | | | 1 | | | 1 | |
| | 1.1% | | 3.9% | | | | | | | | 3.3% | | | 3.1% | |
| 7% | 1 | | | 1 | | | | | | | | | | 1 | |
| | .6% | | | 1.9% | | | | | | | | | | 3.1% | |
| 10% | 11 | 2 | 7 | 1 | | 2 | 1 | | 1 | 2 | | 4 | 3 | 2 | |
| | 6.2% | 14.3% | 13.7% | 1.9% | | 6.7% | 3.2% | | 6.3% | 4.3% | | 10.3% | 10.7% | 6.3% | |
| 13% | 1 | | | 1 | | | | | | | | | | 1 | |
| | .6% | | | 1.9% | | | | | | | | | | 3.1% | |
| 15% | 4 | | 1 | 1 | | | 1 | 1 | | | 1 | 1 | 1 | 1 | |
| | 2.3% | | 2.0% | 1.9% | | | 3.2% | 4.0% | | | 3.3% | 2.6% | 3.6% | 3.1% | |
| 20% | 3 | | 3 | 1 | | 1 | | | 1 | 1 | | | 2 | | |
| | 1.7% | | 5.9% | 1.9% | | 3.3% | | | 6.3% | 2.2% | | | 7.1% | | |
| 25% | 2 | | | 1 | | | | | 1 | 1 | | 1 | | | |
| | 1.1% | | | 1.9% | | | | | 6.3% | 2.2% | | 2.6% | | | |



(CONTINUED...)

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S FINISHED PRODUCTS ARE PRODUCED OVERSEAS?

| | | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 28% | | 1<br>.6% | | | 1<br>1.9% | | | | | | | 1<br>3.3% | | | | |
| 30% | | 3<br>1.7% | | | 2<br>3.8% | | 1<br>3.3% | | | | 2<br>4.3% | 1<br>3.3% | | | | |
| 35% | | 1<br>.6% | | | | | 1<br>3.3% | | | | | 1<br>3.3% | | | | |
| 40% | | 4<br>2.3% | | 1<br>2.0% | 1<br>1.9% | 1<br>11.1% | 1<br>3.3% | 2<br>6.5% | | 1<br>6.3% | | | 3<br>7.7% | | 1<br>3.1% | |
| 50% | | 2<br>1.1% | | | 1<br>1.9% | | | 1<br>3.2% | | | 1<br>2.2% | | | | 1<br>3.1% | |
| 60% | | 1<br>.6% | | 1<br>2.0% | | | | | | | 1<br>2.2% | | | | | |
| 87% | | 1<br>.6% | | | | | 1<br>3.3% | | | | | | 1<br>2.6% | | | |
| 90% | | 1<br>.6% | | 1<br>2.0% | | | | 1<br>3.2% | | | | | 1<br>2.6% | | | |
| 100% | | 2<br>1.1% | | | 2<br>3.8% | | | | | | | | 1<br>2.6% | | 1<br>3.1% | |
| NO ANSWER | | 20 | 2 | 7 | 3 | | 6 | 4 | 2 | 3 | 9 | 2 | 5 | 1 | 3 | |
| | BASE | 177 | 14 | 51 | 52 | 9 | 30 | 31 | 25 | 16 | 46 | 30 | 39 | 28 | 32 | 2 |
| | MEAN | 7.54 | 1.93 | 8.00 | 10.06 | 6.67 | 8.40 | 8.65 | 1.88 | 7.19 | 5.63 | 5.03 | 13.05 | 4.36 | 9.19 | 0.00 |
| SIGMA | | 197<br>100.3% | 16<br>100.0% | 58<br>100.1% | 55<br>99.7% | 9<br>99.9% | 36<br>99.9% | 35<br>100.0% | 27<br>100.0% | 19<br>100.2% | 55<br>99.9% | 32<br>99.8% | 44<br>100.3% | 29<br>99.9% | 35<br>99.8% | 2<br>100.0% |

Q.8- DOES YOUR COMPANY CURRENTLY EXPORT?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 195 | 16 | 57 | 55 | 9 | 35 | 34 | 27 | 19 | 54 | 31 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 165 | 9 | 49 | 52 | 9 | 31 | 25 | 22 | 17 | 46 | 23 | 37 | 25 | 32 | 2 |
| | 84.6% | 56.3% | 86.0% | 94.5% | 100.0% | 88.6% | 73.5% | 81.5% | 89.5% | 85.2% | 74.2% | 84.1% | 86.2% | 91.4% | 100.0% |
| NO | 30 | 7 | 8 | 3 | | 4 | 9 | 5 | 2 | 8 | 8 | 7 | 4 | 3 | |
| | 15.4% | 43.8% | 14.0% | 5.5% | | 11.4% | 26.5% | 18.5% | 10.5% | 14.8% | 25.8% | 15.9% | 13.8% | 8.6% | |
| NO ANSWER | 2 | | 1 | | | 1 | 1 | | | 1 | 1 | | | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.8- (IF YES) WHAT PERCENTAGE OF YOUR FIRM'S TOTAL DOLLAR SALES ARE FROM EXPORTS?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 159<br>100.0% | 8<br>100.0% | 46<br>100.0% | 50<br>100.0% | 9<br>100.0% | 30<br>100.0% | 25<br>100.0% | 22<br>100.0% | 16<br>100.0% | 44<br>100.0% | 22<br>100.0% | 37<br>100.0% | 24<br>100.0% | 31<br>100.0% | 1<br>100.0% |
| 0% | 1<br>.6% | | 1<br>2.2% | | | | | | | | 1<br>4.5% | | | | |
| 1% | 34<br>21.4% | 3<br>37.5% | 14<br>30.4% | 7<br>14.0% | 1<br>11.1% | 6<br>20.0% | 4<br>16.0% | 8<br>36.4% | 6<br>37.5% | 9<br>20.5% | 6<br>27.3% | 7<br>18.9% | 3<br>12.5% | 9<br>29.0% | |
| 2% | 24<br>15.1% | 2<br>25.0% | 5<br>10.9% | 6<br>12.0% | 3<br>33.3% | 6<br>20.0% | 6<br>24.0% | 4<br>18.2% | 4<br>25.0% | 6<br>13.6% | 5<br>22.7% | 4<br>10.8% | 4<br>16.7% | 5<br>16.1% | |
| 3% | 22<br>13.8% | 1<br>12.5% | 6<br>13.0% | 9<br>18.0% | 1<br>11.1% | 5<br>16.7% | 3<br>12.0% | 2<br>9.1% | 1<br>6.3% | 8<br>18.2% | | 6<br>16.2% | 3<br>12.5% | 5<br>16.1% | |
| 4% | 4<br>2.5% | | | 1<br>2.0% | | 1<br>3.3% | | 1<br>4.5% | 1<br>6.3% | 1<br>2.3% | | 1<br>2.7% | 1<br>4.2% | 1<br>3.2% | |
| 5% | 31<br>19.5% | 1<br>12.5% | 8<br>17.4% | 9<br>18.0% | 2<br>22.2% | 5<br>16.7% | 4<br>16.0% | 5<br>22.7% | | 9<br>20.5% | 4<br>18.2% | 7<br>18.9% | 7<br>29.2% | 3<br>9.7% | 1<br>100.0% |
| 6% | 4<br>2.5% | | | 1<br>2.0% | 1<br>11.1% | | 2<br>8.0% | | | | | 1<br>2.7% | 2<br>8.3% | 1<br>3.2% | |
| 7% | 2<br>1.3% | | 1<br>2.2% | 1<br>2.0% | | | 1<br>4.0% | | | 1<br>2.3% | | 1<br>2.7% | | | |
| 8% | 7<br>4.4% | | 1<br>2.2% | 4<br>8.0% | 1<br>11.1% | 1<br>3.3% | | | | 2<br>4.5% | | 3<br>8.1% | | 2<br>6.5% | |
| 10% | 17<br>10.7% | | 3<br>6.5% | 6<br>12.0% | | 2<br>6.7% | 5<br>20.0% | 2<br>9.1% | 1<br>6.3% | 4<br>9.1% | 3<br>13.6% | 5<br>13.5% | 2<br>8.3% | 3<br>9.7% | |
| 12% | 1<br>.6% | | | 1<br>2.0% | | 1<br>3.3% | | | 1<br>6.3% | | 1<br>4.5% | | | | |
| 15% | 3<br>1.9% | | 3<br>6.5% | 2<br>4.0% | | 1<br>3.3% | | | | 1<br>2.3% | | | 1<br>4.2% | 1<br>3.2% | |
| 16% | 1<br>.6% | | | 1<br>2.0% | | | | | 1<br>6.3% | 1<br>2.3% | | | | | |
| 18% | 2<br>1.3% | 1<br>12.5% | | | | 1<br>3.3% | | | | | | 1<br>2.7% | 1<br>4.2% | | |



(CONTINUED...)

Q.8- (IF YES) WHAT PERCENTAGE OF YOUR FIRM'S TOTAL DOLLAR SALES ARE FROM EXPORTS?

| | | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 20% | | 3<br>1.9% | | 2<br>4.3% | 1<br>2.0% | | 1<br>3.3% | | | 1<br>6.3% | 1<br>2.3% | | 1<br>2.7% | | 1<br>3.2% | |
| 25% | | 1<br>.6% | | 1<br>2.2% | | | | | | | | 1<br>4.5% | | | | |
| 30% | | 1<br>.6% | | 1<br>2.2% | | | | | | | 1<br>2.3% | | | | | |
| 32% | | 1<br>.6% | | | 1<br>2.0% | | | | | | | 1<br>4.5% | | | | |
| NO ANSWER | | 6 | 1 | 3 | 2 | | 1 | | | 1 | 2 | 1 | | 1 | 1 | 1 |
| | BASE | 159 | 8 | 46 | 50 | 9 | 30 | 25 | 22 | 16 | 44 | 22 | 37 | 24 | 31 | 1 |
| | MEAN | 5.28 | 4.13 | 5.80 | 6.20 | 3.78 | 5.17 | 4.56 | 3.23 | 4.94 | 5.41 | 6.14 | 5.32 | 5.17 | 4.52 | 5.00 |
| SIGMA | | 165<br>99.9% | 9<br>100.0% | 49<br>100.0% | 52<br>100.0% | 9<br>99.9% | 31<br>99.9% | 25<br>100.0% | 22<br>100.0% | 17<br>100.3% | 46<br>100.2% | 23<br>99.8% | 37<br>99.9% | 25<br>100.1% | 32<br>99.9% | 2<br>100.0% |

Q.9- IS YOUR COMPANY FORECASTING HIGHER EXPORT SALES IN 1987?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 188 | 14 | 53 | 54 | 9 | 35 | 33 | 26 | 19 | 56 | 29 | 41 | 28 | 34 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 97 | 5 | 23 | 33 | 4 | 17 | 15 | 14 | 9 | 28 | 11 | 25 | 15 | 17 | 1 |
| | 51.6% | 35.7% | 43.4% | 61.1% | 44.4% | 48.6% | 45.5% | 53.8% | 47.4% | 51.9% | 37.9% | 61.0% | 53.6% | 50.0% | 50.0% |
| NO | 91 | 9 | 30 | 21 | 5 | 18 | 18 | 12 | 10 | 26 | 18 | 16 | 13 | 17 | 1 |
| | 48.4% | 64.3% | 56.6% | 38.9% | 55.6% | 51.4% | 54.5% | 46.2% | 52.6% | 48.1% | 62.1% | 39.0% | 46.4% | 50.0% | 50.0% |
| NO ANSWER | 9 | 2 | 5 | 1 | | 1 | 2 | 1 | | 1 | 3 | 3 | 1 | 1 | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.9- (IF YES) WHAT IS YOUR ESTIMATE OF THE PERCENTAGE INCREASE OF THESE EXPORT SALES?

1987 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS
TABLE 27

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 92<br>100.0% | 5<br>100.0% | 22<br>100.0% | 31<br>100.0% | 4<br>100.0% | 17<br>100.0% | 14<br>100.0% | 14<br>100.0% | 8<br>100.0% | 27<br>100.0% | 8<br>100.0% | 25<br>100.0% | 14<br>100.0% | 17<br>100.0% | 1<br>100.0% |
| 1% | 3<br>3.3% | | 1<br>4.5% | 1<br>3.2% | | | 1<br>7.1% | 1<br>7.1% | | 1<br>3.7% | | | 1<br>7.1% | 1<br>5.9% | |
| 2% | 7<br>7.6% | 1<br>20.0% | 1<br>4.5% | 3<br>9.7% | 1<br>25.0% | | | 1<br>7.1% | 2<br>25.0% | 4<br>14.8% | | 3<br>12.0% | | | |
| 3% | 7<br>7.6% | | 3<br>13.6% | 3<br>9.7% | 1<br>25.0% | 1<br>5.9% | | 1<br>7.1% | 2<br>25.0% | 2<br>7.4% | 2<br>25.0% | 1<br>4.0% | | 1<br>5.9% | 1<br>100.0% |
| 4% | 2<br>2.2% | | | | | 2<br>11.8% | | | | | | 1<br>4.0% | 1<br>7.1% | | |
| 5% | 11<br>12.0% | | 3<br>13.6% | 2<br>6.5% | 1<br>25.0% | 2<br>11.8% | 3<br>21.4% | 3<br>21.4% | | 4<br>14.8% | 1<br>12.5% | 2<br>8.0% | 2<br>14.3% | 2<br>11.8% | |
| 6% | 4<br>4.3% | | | 1<br>3.2% | | 1<br>5.9% | 2<br>14.3% | | | 1<br>3.7% | | 1<br>4.0% | | 2<br>11.8% | |
| 7% | 2<br>2.2% | | 1<br>4.5% | | | 1<br>5.9% | | | | | | 2<br>8.0% | | | |
| 8% | 3<br>3.3% | | | 2<br>6.5% | | | 1<br>7.1% | | | | 1<br>12.5% | 1<br>4.0% | | 1<br>5.9% | |
| 10% | 15<br>16.3% | 2<br>40.0% | 4<br>18.2% | 4<br>12.9% | 1<br>25.0% | 5<br>29.4% | 3<br>21.4% | 2<br>14.3% | | 9<br>33.3% | 2<br>25.0% | 1<br>4.0% | 1<br>7.1% | 2<br>11.8% | |
| 12% | 1<br>1.1% | | | 1<br>3.2% | | | | | | 1<br>3.7% | | | | | |
| 15% | 12<br>13.0% | | 3<br>13.6% | 5<br>16.1% | | 2<br>11.8% | 2<br>14.3% | 2<br>14.3% | 1<br>12.5% | 2<br>7.4% | | 5<br>20.0% | 3<br>21.4% | 2<br>11.8% | |
| 20% | 7<br>7.6% | | 2<br>9.1% | 4<br>12.9% | | | 1<br>7.1% | 1<br>7.1% | | 1<br>3.7% | | 5<br>20.0% | 1<br>7.1% | | |
| 25% | 8<br>8.7% | 1<br>20.0% | | 4<br>12.9% | | 2<br>11.8% | 1<br>7.1% | 1<br>7.1% | | 1<br>3.7% | 1<br>12.5% | 1<br>4.0% | 2<br>14.3% | 3<br>17.6% | |
| 30% | 3<br>3.3% | | 1<br>4.5% | | | 1<br>5.9% | | 1<br>7.1% | | | | | 1<br>7.1% | 2<br>11.8% | |



(CONTINUED...)

Q.9- (IF YES) WHAT IS YOUR ESTIMATE OF THE PERCENTAGE INCREASE OF THESE EXPORT SALES?

| | | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 50% | | 2 | | 1 | | | | | | 2 | 1 | | | 1 | | |
| | | 2.2% | | 4.5% | | | | | | 25.0% | 3.7% | | | 7.1% | | |
| 100% | | 5 | 1 | 2 | 1 | | | | 1 | 1 | | 1 | 2 | 1 | 1 | |
| | | 5.4% | 20.0% | 9.1% | 3.2% | | | | 7.1% | 12.5% | | 12.5% | 8.0% | 7.1% | 5.9% | |
| NO ANSWER | | 5 | | 1 | 2 | | | 1 | | 1 | 1 | 3 | | 1 | | |
| | BASE | 92 | 5 | 22 | 31 | 4 | 17 | 14 | 14 | 8 | 27 | 8 | 25 | 14 | 17 | 1 |
| | MEAN | 16.69 | 29.40 | 19.96 | 14.68 | 5.00 | 11.41 | 10.07 | 17.57 | 28.13 | 9.93 | 20.50 | 18.44 | 22.86 | 18.77 | 3.00 |
| SIGMA | | 97 | 5 | 23 | 33 | 4 | 17 | 15 | 14 | 9 | 28 | 11 | 25 | 15 | 17 | 1 |
| | | 100.1% | 100.0% | 99.7% | 100.0% | 100.0% | 100.2% | 99.8% | 99.7% | 100.0% | 99.9% | 100.0% | 100.0% | 99.7% | 100.2% | 100.0% |

Q.10- IF CANADIAN TARIFF AND NON-TARIFF BARRIERS WERE ELIMINATED, WOULD YOU ANTICIPATE AN INCREASE IN SALES TO CANADA?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 194<br>100.0% | 16<br>100.0% | 57<br>100.0% | 54<br>100.0% | 9<br>100.0% | 36<br>100.0% | 34<br>100.0% | 27<br>100.0% | 19<br>100.0% | 55<br>100.0% | 30<br>100.0% | 44<br>100.0% | 29<br>100.0% | 34<br>100.0% | 2<br>100.0% |
| YES | 146<br>75.3% | 12<br>75.0% | 45<br>78.9% | 42<br>77.8% | 5<br>55.6% | 30<br>83.3% | 23<br>67.6% | 19<br>70.4% | 13<br>68.4% | 41<br>74.5% | 23<br>76.7% | 33<br>75.0% | 24<br>82.8% | 23<br>67.6% | 2<br>100.0% |
| NO | 48<br>24.7% | 4<br>25.0% | 12<br>21.1% | 12<br>22.2% | 4<br>44.4% | 6<br>16.7% | 11<br>32.4% | 8<br>29.6% | 6<br>31.6% | 14<br>25.5% | 7<br>23.3% | 11<br>25.0% | 5<br>17.2% | 11<br>32.4% | |
| NO ANSWER | 3 | | 1 | 1 | | | 1 | | | | 2 | | | 1 | |
| SIGMA | 197<br>100.0% | 16<br>100.0% | 58<br>100.0% | 55<br>100.0% | 9<br>100.0% | 36<br>100.0% | 35<br>100.0% | 27<br>100.0% | 19<br>100.0% | 55<br>100.0% | 32<br>100.0% | 44<br>100.0% | 29<br>100.0% | 35<br>100.0% | 2<br>100.0% |

Q.10- (IF YES) HOW LARGE AN INCREASE IN SALES?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB- ING/ ELEC. | PAINT/ SUN- DRIES | HOUSE- WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 120<br>100.0% | 9<br>100.0% | 34<br>100.0% | 35<br>100.0% | 5<br>100.0% | 24<br>100.0% | 21<br>100.0% | 14<br>100.0% | 10<br>100.0% | 33<br>100.0% | 20<br>100.0% | 28<br>100.0% | 19<br>100.0% | 18<br>100.0% | 2<br>100.0% |
| 1% | 1<br>.8% | | 1<br>2.9% | | | | | 1<br>7.1% | 1<br>10.0% | | | 1<br>3.6% | | | |
| 3% | 1<br>.8% | | | 1<br>2.9% | | | | | | | | | | 1<br>5.6% | |
| 5% | 6<br>5.0% | | 3<br>8.8% | 2<br>5.7% | | 2<br>8.3% | | | | 3<br>9.1% | 3<br>15.0% | | | | |
| 7% | 1<br>.8% | | | | | 1<br>4.2% | | | | 1<br>3.0% | | | | | |
| 8% | 1<br>.8% | | | | | | 1<br>4.8% | | | | | | | 1<br>5.6% | |
| 10% | 16<br>13.3% | 1<br>11.1% | 3<br>8.8% | 7<br>20.0% | 1<br>20.0% | 2<br>8.3% | 3<br>14.3% | 3<br>21.4% | 1<br>10.0% | 3<br>9.1% | 6<br>30.0% | 2<br>7.1% | 2<br>10.5% | 3<br>16.7% | |
| 15% | 8<br>6.7% | 2<br>22.2% | 2<br>5.9% | 2<br>5.7% | | 1<br>4.2% | 2<br>9.5% | 1<br>7.1% | | 4<br>12.1% | | 1<br>3.6% | 1<br>5.3% | 2<br>11.1% | |
| 18% | 1<br>.8% | | | | | | | | 1<br>10.0% | | | | 1<br>5.3% | | |
| 20% | 28<br>23.3% | | 9<br>26.5% | 8<br>22.9% | 1<br>20.0% | 4<br>16.7% | 7<br>33.3% | 2<br>14.3% | | 7<br>21.2% | 5<br>25.0% | 8<br>28.6% | 4<br>21.1% | 4<br>22.2% | |
| 25% | 13<br>10.8% | 2<br>22.2% | 5<br>14.7% | 3<br>8.6% | 2<br>40.0% | 3<br>12.5% | 2<br>9.5% | 2<br>14.3% | 1<br>10.0% | 2<br>6.1% | 1<br>5.0% | 3<br>10.7% | 4<br>21.1% | 2<br>11.1% | 1<br>50.0% |
| 30% | 7<br>5.8% | | 2<br>5.9% | 4<br>11.4% | | 1<br>4.2% | | | | 3<br>9.1% | 1<br>5.0% | 2<br>7.1% | | 1<br>5.6% | |
| 40% | 2<br>1.7% | | | 1<br>2.9% | | 1<br>4.2% | | 1<br>7.1% | | | | 2<br>7.1% | | | |
| 50% | 18<br>15.0% | | 5<br>14.7% | 2<br>5.7% | 1<br>20.0% | 6<br>25.0% | 2<br>9.5% | 1<br>7.1% | 4<br>40.0% | 5<br>15.2% | 3<br>15.0% | 4<br>14.3% | 2<br>10.5% | 3<br>16.7% | 1<br>50.0% |
| 100% | 17<br>14.2% | 4<br>44.4% | 4<br>11.8% | 5<br>14.3% | | 3<br>12.5% | 4<br>19.0% | 3<br>21.4% | 2<br>20.0% | 5<br>15.2% | 1<br>5.0% | 5<br>17.9% | 5<br>26.3% | 1<br>5.6% | |



(CONTINUED...)

Q.10- (IF YES) HOW LARGE AN INCREASE IN SALES?

| | | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| NO ANSWER | | 26 | 3 | 11 | 7 | | 6 | 2 | 5 | 3 | 8 | 3 | 5 | 5 | 5 | |
| | BASE | 120 | 9 | 34 | 35 | 5 | 24 | 21 | 14 | 10 | 33 | 20 | 28 | 19 | 18 | 2 |
| | MEAN | 34.35 | 54.44 | 32.09 | 31.66 | 26.00 | 36.54 | 36.10 | 37.57 | 45.40 | 34.61 | 24.00 | 39.68 | 43.84 | 26.72 | 37.50 |
| SIGMA | | 146 | 12 | 45 | 42 | 5 | 30 | 23 | 19 | 13 | 41 | 23 | 33 | 24 | 23 | 2 |
| | | 99.8% | 99.9% | 100.0% | 100.1% | 100.0% | 100.1% | 99.9% | 99.8% | 100.0% | 100.1% | 100.0% | 100.0% | 100.1% | 100.2% | 100.0% |

Q.11- WHAT HAS BEEN THE TREND IN YOUR COMPANY'S EXPORT SALES IN 1986 COMPARED WITH THE PAST FEW YEARS?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB- ING/ ELEC. | PAINT/ SUN- DRIES | HOUSE- WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 178 | 13 | 54 | 53 | 9 | 34 | 29 | 24 | 18 | 50 | 27 | 38 | 28 | 33 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| SIGNIFICANT INCREASE | 13 | 1 | 3 | 4 | | 2 | 3 | 1 | 1 | 2 | 2 | 1 | 3 | 5 | |
| | 7.3% | 7.7% | 5.6% | 7.5% | | 5.9% | 10.3% | 4.2% | 5.6% | 4.0% | 7.4% | 2.6% | 10.7% | 15.2% | |
| SLIGHT INCREASE | 53 | 4 | 16 | 14 | 3 | 10 | 9 | 10 | 3 | 14 | 5 | 16 | 8 | 9 | 1 |
| | 29.8% | 30.8% | 29.6% | 26.4% | 33.3% | 29.4% | 31.0% | 41.7% | 16.7% | 28.0% | 18.5% | 42.1% | 28.6% | 27.3% | 50.0% |
| STABLE | 62 | 6 | 17 | 19 | 3 | 16 | 9 | 5 | 6 | 19 | 9 | 10 | 11 | 12 | 1 |
| | 34.8% | 46.2% | 31.5% | 35.8% | 33.3% | 47.1% | 31.0% | 20.8% | 33.3% | 38.0% | 33.3% | 26.3% | 39.3% | 36.4% | 50.0% |
| SMALL DECLINE | 23 | 2 | 8 | 9 | 1 | 3 | 4 | 4 | 4 | 5 | 6 | 4 | 3 | 5 | |
| | 12.9% | 15.4% | 14.8% | 17.0% | 11.1% | 8.8% | 13.8% | 16.7% | 22.2% | 10.0% | 22.2% | 10.5% | 10.7% | 15.2% | |
| SIGNIFICANT DECLINE | 27 | | 10 | 7 | 2 | 3 | 4 | 4 | 4 | 10 | 5 | 7 | 3 | 2 | |
| | 15.2% | | 18.5% | 13.2% | 22.2% | 8.8% | 13.8% | 16.7% | 22.2% | 20.0% | 18.5% | 18.4% | 10.7% | 6.1% | |
| NO ANSWER | 19 | 3 | 4 | 2 | | 2 | 6 | 3 | 1 | 5 | 5 | 6 | 1 | 2 | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.0% | 99.9% | 99.9% | 100.0% | 99.9% | 100.1% | 100.0% | 100.0% | 99.9% | 99.9% | 100.0% | 100.2% | 100.0% |

Q.12- WHAT PERCENTAGE OF YOUR EXPORT SALES ARE MADE TO CANADA?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB- ING/ ELEC. | PAINT/ SUN- DRIES | HOUSE- WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 174 | 15 | 52 | 51 | 8 | 32 | 29 | 23 | 17 | 49 | 28 | 38 | 27 | 30 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 0% | 39 | 6 | 11 | 7 | 1 | 5 | 6 | 7 | 4 | 10 | 8 | 8 | 3 | 10 | |
| | 22.4% | 40.0% | 21.2% | 13.7% | 12.5% | 15.6% | 20.7% | 30.4% | 23.5% | 20.4% | 28.6% | 21.1% | 11.1% | 33.3% | |
| 1% | 13 | 2 | 3 | 4 | | 4 | 2 | 4 | 4 | 5 | 1 | 2 | 1 | 4 | |
| | 7.5% | 13.3% | 5.8% | 7.8% | | 12.5% | 6.9% | 17.4% | 23.5% | 10.2% | 3.6% | 5.3% | 3.7% | 13.3% | |
| 2% | 9 | | 4 | 2 | 1 | 1 | 1 | | 1 | 3 | 2 | 1 | 2 | | 1 |
| | 5.2% | | 7.7% | 3.9% | 12.5% | 3.1% | 3.4% | | 5.9% | 6.1% | 7.1% | 2.6% | 7.4% | | 50.0% |
| 3% | 8 | 3 | 3 | 1 | | 1 | 1 | 1 | | 3 | 1 | 1 | 3 | | |
| | 4.6% | 20.0% | 5.8% | 2.0% | | 3.1% | 3.4% | 4.3% | | 6.1% | 3.6% | 2.6% | 11.1% | | |
| 5% | 10 | | 2 | 3 | | 2 | 2 | 1 | | 4 | 2 | 1 | | 2 | 1 |
| | 5.7% | | 3.8% | 5.9% | | 6.3% | 6.9% | 4.3% | | 8.2% | 7.1% | 2.6% | | 6.7% | 50.0% |
| 6% | 2 | | 1 | | | 1 | | | | | | 1 | 1 | | |
| | 1.1% | | 1.9% | | | 3.1% | | | | | | 2.6% | 3.7% | | |
| 7% | 1 | | | | | | 1 | | | | 1 | | | | |
| | .6% | | | | | | 3.4% | | | | 3.6% | | | | |
| 10% | 9 | 1 | 3 | 1 | 1 | 4 | 3 | 2 | | 2 | 2 | 1 | 3 | 1 | |
| | 5.2% | 6.7% | 5.8% | 2.0% | 12.5% | 12.5% | 10.3% | 8.7% | | 4.1% | 7.1% | 2.6% | 11.1% | 3.3% | |
| 11% | 1 | | | 1 | | | | 1 | | | | | 1 | | |
| | .6% | | | 2.0% | | | | 4.3% | | | | | 3.7% | | |
| 15% | 3 | | 2 | | 1 | | 1 | | | | | | 2 | 1 | |
| | 1.7% | | 3.8% | | 12.5% | | 3.4% | | | | | | 7.4% | 3.3% | |
| 20% | 5 | | | 2 | | 1 | 1 | 1 | | | 3 | | | 2 | |
| | 2.9% | | | 3.9% | | 3.1% | 3.4% | 4.3% | | | 10.7% | | | 6.7% | |
| 25% | 7 | | 3 | 2 | 2 | | 1 | 1 | 2 | | | 4 | 2 | 1 | |
| | 4.0% | | 5.8% | 3.9% | 25.0% | | 3.4% | 4.3% | 11.8% | | | 10.5% | 7.4% | 3.3% | |
| 29% | 1 | | | 1 | | | | | | | | | | 1 | |
| | .6% | | | 2.0% | | | | | | | | | | 3.3% | |
| 30% | 6 | 1 | 1 | 5 | | 1 | | | | 2 | | 2 | 2 | | |
| | 3.4% | 6.7% | 1.9% | 9.8% | | 3.1% | | | | 4.1% | | 5.3% | 7.4% | | |



(CONTINUED...)

Q.12- WHAT PERCENTAGE OF YOUR EXPORT SALES ARE MADE TO CANADA?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 33% | 1<br>.6% | | 1<br>1.9% | | | | | | | | | 1<br>2.6% | | | |
| 35% | 2<br>1.1% | | | 1<br>2.0% | | 1<br>3.1% | | | | | 2<br>7.1% | | | | |
| 40% | 1<br>.6% | | | 1<br>2.0% | | | | | | | | | | 1<br>3.3% | |
| 50% | 10<br>5.7% | | 2<br>3.8% | 5<br>9.8% | | 1<br>3.1% | 2<br>6.9% | 1<br>4.3% | 1<br>5.9% | 3<br>6.1% | | 4<br>10.5% | 3<br>11.1% | | |
| 55% | 1<br>.6% | | | | | | 1<br>3.4% | | | | 1<br>3.6% | | | | |
| 60% | 1<br>.6% | | 1<br>1.9% | | | | | | | | | | 1<br>3.7% | | |
| 64% | 1<br>.6% | | | 1<br>2.0% | | | | | | | | | | 1<br>3.3% | |
| 70% | 1<br>.6% | | | | | 1<br>3.1% | | | | | | | 1<br>3.7% | | |
| 75% | 5<br>2.9% | | 1<br>1.9% | 2<br>3.9% | | 1<br>3.1% | | | 1<br>5.9% | 2<br>4.1% | 1<br>3.6% | | 1<br>3.7% | 1<br>3.3% | |
| 80% | 10<br>5.7% | 1<br>6.7% | 3<br>5.8% | 2<br>3.9% | | 2<br>6.3% | 2<br>6.9% | 2<br>8.7% | | 2<br>4.1% | 1<br>3.6% | 5<br>13.2% | | 2<br>6.7% | |
| 90% | 8<br>4.6% | | 3<br>5.8% | 2<br>3.9% | | 2<br>6.3% | 2<br>6.9% | 1<br>4.3% | 3<br>17.6% | 2<br>4.1% | 2<br>7.1% | 3<br>7.9% | | 1<br>3.3% | |
| 95% | 7<br>4.0% | | 1<br>1.9% | 6<br>11.8% | | 2<br>6.3% | | | | 5<br>10.2% | | 1<br>2.6% | 1<br>3.7% | | |
| 99% | 1<br>.6% | | | | | | 1<br>3.4% | | | | | 1<br>2.6% | | | |
| 100% | 11<br>6.3% | 1<br>6.7% | 7<br>13.5% | 2<br>3.9% | 2<br>25.0% | 2<br>6.3% | 2<br>6.9% | 1<br>4.3% | 1<br>5.9% | 6<br>12.2% | 1<br>3.6% | 2<br>5.3% | | 2<br>6.7% | |
| NO ANSWER | 23 | 1 | 6 | 4 | 1 | 4 | 6 | 4 | 2 | 6 | 4 | 6 | 2 | 5 | |



(CONTINUED...)

Q.12- WHAT PERCENTAGE OF YOUR EXPORT SALES ARE MADE TO CANADA?

| | | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| | BASE | 174 | 15 | 52 | 51 | 8 | 32 | 29 | 23 | 17 | 49 | 28 | 38 | 27 | 30 | 2 |
| | MEAN | 31.06 | 15.40 | 34.12 | 38.53 | 34.63 | 33.59 | 31.31 | 21.22 | 32.41 | 37.45 | 23.75 | 39.08 | 24.11 | 25.40 | 3.50 |
| SIGMA | | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | | 100.0% | 100.1% | 100.0% | 100.1% | 100.0% | 100.0% | 99.6% | 99.6% | 100.0% | 100.0% | 100.0% | 99.9% | 99.9% | 99.8% | 100.0% |

Q.13- HAS YOUR COMPANY INITIATED LEGAL ACTION TO STOP AN INFRINGEMENT OF A DESIGN PATENT, UTILITY PATENT, TRADEMARK, OR COPYRIGHT BY A FOREIGN MANUFACTURER IN 1986?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 36 | | 13 | 13 | | 8 | 5 | 2 | 3 | 3 | 3 | 8 | 7 | 15 | |
| | 18.3% | | 22.4% | 23.6% | | 22.2% | 14.3% | 7.4% | 15.8% | 5.5% | 9.4% | 18.2% | 24.1% | 42.9% | |
| NO | 161 | 16 | 45 | 42 | 9 | 28 | 30 | 25 | 16 | 52 | 29 | 36 | 22 | 20 | 2 |
| | 81.7% | 100.0% | 77.6% | 76.4% | 100.0% | 77.8% | 85.7% | 92.6% | 84.2% | 94.5% | 90.6% | 81.8% | 75.9% | 57.1% | 100.0% |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.14- HAS YOUR COMPANY EVER REQUESTED THE CUSTOMS SERVICE TO INSPECT AND/OR SEIZE A SHIPMENT OF GOODS WHICH IT BELIEVED INFRINGED ON ITS TRADEMARK OR PATENTS?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 22 | | 6 | 10 | 3 | 4 | 4 | 1 | 3 | 4 | 3 | 7 | 4 | 4 | |
| | 11.2% | | 10.3% | 18.2% | 33.3% | 11.1% | 11.4% | 3.7% | 15.8% | 7.3% | 9.4% | 15.9% | 13.8% | 11.4% | |
| NO | 175 | 16 | 52 | 45 | 6 | 32 | 31 | 26 | 16 | 51 | 29 | 37 | 25 | 31 | 2 |
| | 88.8% | 100.0% | 89.7% | 81.8% | 66.7% | 88.9% | 88.6% | 96.3% | 84.2% | 92.7% | 90.6% | 84.1% | 86.2% | 88.6% | 100.0% |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.15- FROM YOUR OWN EXPERIENCE, IS THE LAW WHICH REQUIRES IMPORTED FINISHED PRODUCTS TO BE CONSPICUOUSLY MARKED WITH THEIR COUNTRY OF ORIGIN BEING ADEQUATELY ENFORCED BY THE U.S. CUSTOMS SERVICE?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 183 | 16 | 57 | 53 | 9 | 35 | 31 | 22 | 18 | 49 | 31 | 40 | 28 | 34 | 1 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 58 | 5 | 16 | 16 | 4 | 11 | 9 | 9 | 7 | 20 | 11 | 13 | 5 | 9 | |
| | 31.7% | 31.3% | 28.1% | 30.2% | 44.4% | 31.4% | 29.0% | 40.9% | 38.9% | 40.8% | 35.5% | 32.5% | 17.9% | 26.5% | |
| NO | 125 | 11 | 41 | 37 | 5 | 24 | 22 | 13 | 11 | 29 | 20 | 27 | 23 | 25 | 1 |
| | 68.3% | 68.8% | 71.9% | 69.8% | 55.6% | 68.6% | 71.0% | 59.1% | 61.1% | 59.2% | 64.5% | 67.5% | 82.1% | 73.5% | 100.0% |
| NO ANSWER | 14 | | 1 | 2 | | 1 | 4 | 5 | 1 | 6 | 1 | 4 | 1 | 1 | 1 |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.16- DOES YOUR COMPANY PLACE "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PRODUCTS" PRODUCED IN THIS COUNTRY?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 192 | 16 | 57 | 54 | 9 | 35 | 35 | 25 | 19 | 53 | 32 | 42 | 28 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 117 | 3 | 31 | 45 | 7 | 20 | 18 | 13 | 12 | 33 | 20 | 23 | 17 | 23 | 1 |
| | 60.9% | 18.8% | 54.4% | 83.3% | 77.8% | 57.1% | 51.4% | 52.0% | 63.2% | 62.3% | 62.5% | 54.8% | 60.7% | 65.7% | 50.0% |
| NO | 75 | 13 | 26 | 9 | 2 | 15 | 17 | 12 | 7 | 20 | 12 | 19 | 11 | 12 | 1 |
| | 39.1% | 81.3% | 45.6% | 16.7% | 22.2% | 42.9% | 48.6% | 48.0% | 36.8% | 37.7% | 37.5% | 45.2% | 39.3% | 34.3% | 50.0% |
| NO ANSWER | 5 | | 1 | 1 | | 1 | | 2 | | 2 | | 2 | 1 | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.16- DOES YOUR COMPANY PLACE "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PACKAGING" PRODUCED IN THIS COUNTRY?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 192 | 16 | 57 | 54 | 9 | 35 | 34 | 27 | 18 | 53 | 32 | 44 | 29 | 32 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 144 | 9 | 44 | 47 | 8 | 22 | 25 | 18 | 14 | 38 | 24 | 32 | 26 | 23 | 1 |
| | 75.0% | 56.3% | 77.2% | 87.0% | 88.9% | 62.9% | 73.5% | 66.7% | 77.8% | 71.7% | 75.0% | 72.7% | 89.7% | 71.9% | 50.0% |
| NO | 48 | 7 | 13 | 7 | 1 | 13 | 9 | 9 | 4 | 15 | 8 | 12 | 3 | 9 | 1 |
| | 25.0% | 43.8% | 22.8% | 13.0% | 11.1% | 37.1% | 26.5% | 33.3% | 22.2% | 28.3% | 25.0% | 27.3% | 10.3% | 28.1% | 50.0% |
| NO ANSWER | 5 | | 1 | 1 | | 1 | 1 | | 1 | 2 | | | | 3 | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.17- HAS YOUR COMPANY OBTAINED ANY EVIDENCE WHICH SUGGESTS THAT FOREIGN MANUFACTURERS OR U.S. DISTRIBUTORS MAY BE PLACING FALSE COUNTRY-OF-ORIGIN DESIGNATIONS ON IMPORTED PRODUCTS?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 192 | 16 | 57 | 51 | 9 | 34 | 34 | 27 | 19 | 51 | 32 | 44 | 28 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 27 | 4 | 12 | 8 | 1 | 4 | 3 | 2 | 1 | 8 | 3 | 6 | 7 | 3 | |
| | 14.1% | 25.0% | 21.1% | 15.7% | 11.1% | 11.8% | 8.8% | 7.4% | 5.3% | 15.7% | 9.4% | 13.6% | 25.0% | 8.6% | |
| NO | 165 | 12 | 45 | 43 | 8 | 30 | 31 | 25 | 18 | 43 | 29 | 38 | 21 | 32 | 2 |
| | 85.9% | 75.0% | 78.9% | 84.3% | 88.9% | 88.2% | 91.2% | 92.6% | 94.7% | 84.3% | 90.6% | 86.4% | 75.0% | 91.4% | 100.0% |
| NO ANSWER | 5 | | 1 | 4 | | 2 | 1 | | | 4 | | | 1 | | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.18- HAVE YOUR COMPANY'S PRODUCT LIABILITY INSURANCE PREMIUMS INCREASED OVER THE PAST YEAR?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 193 | 16 | 57 | 55 | 9 | 36 | 32 | 27 | 19 | 55 | 32 | 44 | 29 | 31 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 174 | 16 | 50 | 51 | 9 | 32 | 31 | 23 | 15 | 46 | 30 | 39 | 27 | 30 | 2 |
| | 90.2% | 100.0% | 87.7% | 92.7% | 100.0% | 88.9% | 96.9% | 85.2% | 78.9% | 83.6% | 93.8% | 88.6% | 93.1% | 96.8% | 100.0% |
| NO | 19 | | 7 | 4 | | 4 | 1 | 4 | 4 | 9 | 2 | 5 | 2 | 1 | |
| | 9.8% | | 12.3% | 7.3% | | 11.1% | 3.1% | 14.8% | 21.1% | 16.4% | 6.3% | 11.4% | 6.9% | 3.2% | |
| NO ANSWER | 4 | | 1 | | | | 3 | | | | | | | 4 | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.18- (IF YES) ESTIMATE THE PERCENTAGE INCREASE

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 152 | 13 | 44 | 44 | 9 | 28 | 26 | 21 | 14 | 41 | 28 | 33 | 20 | 28 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 5% | 5 | 2 | 1 | 1 | | 1 | | 1 | | 2 | 1 | | 2 | | |
| | 3.3% | 15.4% | 2.3% | 2.3% | | 3.6% | | 4.8% | | 4.9% | 3.6% | | 10.0% | | |
| 6% | 1 | | | 1 | | | | 1 | | 1 | | | | | |
| | .7% | | | 2.3% | | | | 4.8% | | 2.4% | | | | | |
| 10% | 7 | | 2 | | 1 | 3 | 2 | | | 2 | 1 | 2 | 1 | 1 | |
| | 4.6% | | 4.5% | | 11.1% | 10.7% | 7.7% | | | 4.9% | 3.6% | 6.1% | 5.0% | 3.6% | |
| 11% | 1 | | | | | | | 1 | | 1 | | | | | |
| | .7% | | | | | | | 4.8% | | 2.4% | | | | | |
| 12% | 1 | | | | | | 1 | | | | 1 | | | | |
| | .7% | | | | | | 3.8% | | | | 3.6% | | | | |
| 15% | 14 | 1 | 6 | 3 | 1 | 2 | 1 | 3 | 2 | 2 | 4 | 2 | 1 | 5 | |
| | 9.2% | 7.7% | 13.6% | 6.8% | 11.1% | 7.1% | 3.8% | 14.3% | 14.3% | 4.9% | 14.3% | 6.1% | 5.0% | 17.9% | |
| 16% | 1 | | 1 | | | | | | | | 1 | | | | |
| | .7% | | 2.3% | | | | | | | | 3.6% | | | | |
| 20% | 11 | | 3 | 4 | 1 | 1 | 1 | 2 | 2 | 5 | 1 | 2 | 2 | | 1 |
| | 7.2% | | 6.8% | 9.1% | 11.1% | 3.6% | 3.8% | 9.5% | 14.3% | 12.2% | 3.6% | 6.1% | 10.0% | | 50.0% |
| 25% | 6 | 1 | 1 | 2 | | | 2 | 1 | | 2 | 1 | 3 | | | |
| | 3.9% | 7.7% | 2.3% | 4.5% | | | 7.7% | 4.8% | | 4.9% | 3.6% | 9.1% | | | |
| 26% | 1 | | | | | | | 1 | | | | 1 | | | |
| | .7% | | | | | | | 4.8% | | | | 3.0% | | | |
| 27% | 1 | | | 1 | | | | | | | 1 | | | | |
| | .7% | | | 2.3% | | | | | | | 3.6% | | | | |
| 30% | 13 | | 5 | 4 | | 2 | 3 | 1 | 2 | | 2 | 4 | | 7 | |
| | 8.6% | | 11.4% | 9.1% | | 7.1% | 11.5% | 4.8% | 14.3% | | 7.1% | 12.1% | | 25.0% | |
| 33% | 1 | | | | | | 1 | | | | | | 1 | | |
| | .7% | | | | | | 3.8% | | | | | | 5.0% | | |
| 34% | 1 | | | | | | 1 | | | | | 1 | | | |
| | .7% | | | | | | 3.8% | | | | | 3.0% | | | |



(CONTINUED...)

Q.18- (IF YES) ESTIMATE THE PERCENTAGE INCREASE

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB- ING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 35% | 1<br>.7% | 1<br>7.7% | 1<br>2.3% | | | 1<br>3.6% | | | | 1<br>2.4% | | | | | |
| 38% | 1<br>.7% | | 1<br>2.3% | | | | | | | | | | 1<br>5.0% | | |
| 40% | 9<br>5.9% | 1<br>7.7% | 4<br>9.1% | 1<br>2.3% | | 2<br>7.1% | 1<br>3.8% | | 2<br>14.3% | 1<br>2.4% | | 4<br>12.1% | 2<br>10.0% | 2<br>7.1% | |
| 45% | 1<br>.7% | | | | | | | 1<br>4.8% | | | | 1<br>3.0% | | | |
| 47% | 1<br>.7% | | | 1<br>2.3% | | | | 1<br>4.8% | | | | | 1<br>5.0% | | |
| 50% | 15<br>9.9% | 2<br>15.4% | 7<br>15.9% | 7<br>15.9% | | 2<br>7.1% | | 3<br>14.3% | 3<br>21.4% | 3<br>7.3% | 3<br>10.7% | 3<br>9.1% | 1<br>5.0% | 5<br>17.9% | |
| 60% | 2<br>1.3% | | 2<br>4.5% | | | | | | 1<br>7.1% | | 2<br>7.1% | | | | |
| 61% | 1<br>.7% | | | | | 1<br>3.6% | | | | | 1<br>3.6% | | | | |
| 65% | 2<br>1.3% | | | | | 2<br>7.1% | | | | | | 1<br>3.0% | 1<br>5.0% | | |
| 70% | 2<br>1.3% | | | 2<br>4.5% | 1<br>11.1% | | | | | 2<br>4.9% | | | | | |
| 75% | 1<br>.7% | | | | | 1<br>3.6% | 1<br>3.8% | | | 1<br>2.4% | | | | | |
| 80% | 3<br>2.0% | | 2<br>4.5% | | | | 1<br>3.8% | | | 1<br>2.4% | 1<br>3.6% | | | 1<br>3.6% | |
| 100% | 18<br>11.8% | 3<br>23.1% | 4<br>9.1% | 9<br>20.5% | 1<br>11.1% | 4<br>14.3% | 4<br>15.4% | 1<br>4.8% | 2<br>14.3% | 5<br>12.2% | 3<br>10.7% | 4<br>12.1% | 2<br>10.0% | 4<br>14.3% | |
| 140% | 1<br>.7% | | | | 1<br>11.1% | | | | | 1<br>2.4% | | | | | |
| 150% | 2<br>1.3% | 1<br>7.7% | 1<br>2.3% | | | | | 1<br>4.8% | | | 1<br>3.6% | | 1<br>5.0% | | |



(CONTINUED...)

Q.18- (IF YES) ESTIMATE THE PERCENTAGE INCREASE

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| 200% | 3<br>2.0% | | 1<br>2.3% | | 1<br>11.1% | | 1<br>3.8% | | | 2<br>4.9% | 1<br>3.6% | | | | |
| 250% | 1<br>.7% | | | | | 1<br>3.6% | | | | 1<br>2.4% | | | | | |
| 261% | 1<br>.7% | | | | | 1<br>3.6% | | | | 1<br>2.4% | | | | | |
| 299% | 1<br>.7% | | | | | | | 1<br>4.8% | | | 1<br>3.6% | | | | |
| 300% | 10<br>6.6% | | 1<br>2.3% | 4<br>9.1% | 2<br>22.2% | 1<br>3.6% | 4<br>15.4% | | | 3<br>7.3% | 1<br>3.6% | 2<br>6.1% | 2<br>10.0% | 2<br>7.1% | |
| 350% | 1<br>.7% | | | | | | 1<br>3.8% | | | | | | 1<br>5.0% | | |
| 400% | 2<br>1.3% | 1<br>7.7% | | | | | | 1<br>4.8% | | | | 1<br>3.0% | 1<br>5.0% | | |
| 500% | 1<br>.7% | | | | | 1<br>3.6% | | | | 1<br>2.4% | | | | | |
| 600% | 1<br>.7% | | | | | | | 1<br>4.8% | | 1<br>2.4% | | | | | |
| 700% | 1<br>.7% | | | | | | 1<br>3.8% | | | | | 1<br>3.0% | | | |
| 800% | 1<br>.7% | | | 1<br>2.3% | | 1<br>3.6% | | | | | | 1<br>3.0% | | | |
| DON'T KNOW | 5<br>3.3% | | 1<br>2.3% | 3<br>6.8% | | 1<br>3.6% | | | | 2<br>4.9% | 1<br>3.6% | | | 1<br>3.6% | 1<br>50.0% |
| NO ANSWER | 45 | 3 | 14 | 11 | | 8 | 9 | 6 | 5 | 14 | 4 | 11 | 9 | 7 | |
| BASE | 147 | 13 | 43 | 41 | 9 | 27 | 26 | 21 | 14 | 39 | 27 | 33 | 20 | 27 | 1 |
| MEAN | 93.00 | 82.69 | 53.00 | 92.93 | 128.33 | 116.19 | 127.65 | 94.24 | 44.29 | 110.21 | 70.19 | 111.06 | 104.40 | 63.15 | 20.00 |



(CONTINUED...)

Q.18- (IF YES) ESTIMATE THE PERCENTAGE INCREASE

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.9% | 100.1% | 100.1% | 100.1% | 99.9% | 100.1% | 99.5% | 100.5% | 100.0% | 99.7% | 100.3% | 99.9% | 100.0% | 100.1% | 100.0% |

Q.19- HAS YOUR COMPANY EXPERIENCED DIFFICULTY IN RENEWING YOUR INSURANCE?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 190 | 16 | 56 | 55 | 9 | 36 | 31 | 26 | 18 | 54 | 32 | 42 | 29 | 31 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 81 | 7 | 14 | 30 | 6 | 16 | 16 | 9 | 4 | 28 | 11 | 21 | 11 | 9 | 1 |
| | 42.6% | 43.8% | 25.0% | 54.5% | 66.7% | 44.4% | 51.6% | 34.6% | 22.2% | 51.9% | 34.4% | 50.0% | 37.9% | 29.0% | 50.0% |
| NO | 109 | 9 | 42 | 25 | 3 | 20 | 15 | 17 | 14 | 26 | 21 | 21 | 18 | 22 | 1 |
| | 57.4% | 56.3% | 75.0% | 45.5% | 33.3% | 55.6% | 48.4% | 65.4% | 77.8% | 48.1% | 65.6% | 50.0% | 62.1% | 71.0% | 50.0% |
| NO ANSWER | 7 | | 2 | | | | 4 | 1 | 1 | 1 | | 2 | | 4 | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.20- DID YOUR COMPANY'S PRODUCT LIABILITY COVERAGE CHANGE IN 1986 - "COVERAGE"?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 178 | 14 | 52 | 52 | 7 | 34 | 29 | 26 | 17 | 51 | 30 | 38 | 25 | 32 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| DECREASED | 53 | 6 | 15 | 14 | 3 | 13 | 10 | 6 | 3 | 16 | 6 | 12 | 9 | 9 | 1 |
| | 29.8% | 42.9% | 28.8% | 26.9% | 42.9% | 38.2% | 34.5% | 23.1% | 17.6% | 31.4% | 20.0% | 31.6% | 36.0% | 28.1% | 50.0% |
| NO CHANGE | 125 | 8 | 37 | 38 | 4 | 21 | 19 | 20 | 14 | 35 | 24 | 26 | 16 | 23 | 1 |
| | 70.2% | 57.1% | 71.2% | 73.1% | 57.1% | 61.8% | 65.5% | 76.9% | 82.4% | 68.6% | 80.0% | 68.4% | 64.0% | 71.9% | 50.0% |
| NO ANSWER | 19 | 2 | 6 | 3 | 2 | 2 | 6 | 1 | 2 | 4 | 2 | 6 | 4 | 3 | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.20- DID YOUR COMPANY'S PRODUCT LIABILITY COVERAGE CHANGE IN 1986 - "AMOUNT OF DEDUCTIBLE"?

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB- ING/ ELEC. | PAINT/ SUN- DRIES | HOUSE- WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 175 | 13 | 53 | 49 | 8 | 32 | 29 | 26 | 16 | 49 | 31 | 39 | 23 | 31 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INCREASED | 76 | 7 | 19 | 23 | 7 | 13 | 19 | 10 | 3 | 17 | 11 | 17 | 15 | 15 | 1 |
| | 43.4% | 53.8% | 35.8% | 46.9% | 87.5% | 40.6% | 65.5% | 38.5% | 18.8% | 34.7% | 35.5% | 43.6% | 65.2% | 48.4% | 50.0% |
| NO CHANGE | 99 | 6 | 34 | 26 | 1 | 19 | 10 | 16 | 13 | 32 | 20 | 22 | 8 | 16 | 1 |
| | 56.6% | 46.2% | 64.2% | 53.1% | 12.5% | 59.4% | 34.5% | 61.5% | 81.3% | 65.3% | 64.5% | 56.4% | 34.8% | 51.6% | 50.0% |
| NO ANSWER | 22 | 3 | 5 | 6 | 1 | 4 | 6 | 1 | 3 | 6 | 1 | 5 | 6 | 4 | |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
PARENTAL AND DISABILITY LEAVE

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 188<br>100.0% | 15<br>100.0% | 55<br>100.0% | 50<br>100.0% | 9<br>100.0% | 32<br>100.0% | 34<br>100.0% | 27<br>100.0% | 19<br>100.0% | 51<br>100.0% | 32<br>100.0% | 43<br>100.0% | 27<br>100.0% | 33<br>100.0% | 2<br>100.0% |
| VERY IMPORTANT (1) | 55<br>29.3% | 4<br>26.7% | 17<br>30.9% | 17<br>34.0% | 2<br>22.2% | 10<br>31.3% | 9<br>26.5% | 4<br>14.8% | 5<br>26.3% | 15<br>29.4% | 11<br>34.4% | 14<br>32.6% | 7<br>25.9% | 7<br>21.2% | 1<br>50.0% |
| MODERATELY IMPORTANT (2) | 71<br>37.8% | 7<br>46.7% | 22<br>40.0% | 18<br>36.0% | 4<br>44.4% | 8<br>25.0% | 15<br>44.1% | 12<br>44.4% | 7<br>36.8% | 22<br>43.1% | 5<br>15.6% | 16<br>37.2% | 10<br>37.0% | 18<br>54.5% | |
| NOT IMPORTANT (3) | 48<br>25.5% | 3<br>20.0% | 14<br>25.5% | 9<br>18.0% | 3<br>33.3% | 10<br>31.3% | 7<br>20.6% | 9<br>33.3% | 7<br>36.8% | 8<br>15.7% | 16<br>50.0% | 9<br>20.9% | 8<br>29.6% | 6<br>18.2% | 1<br>50.0% |
| NEED MORE INFORMATION | 14<br>7.4% | 1<br>6.7% | 2<br>3.6% | 6<br>12.0% | | 4<br>12.5% | 3<br>8.8% | 2<br>7.4% | | 6<br>11.8% | | 4<br>9.3% | 2<br>7.4% | 2<br>6.1% | |
| NO ANSWER | 9 | 1 | 3 | 5 | | 4 | 1 | | | 4 | | 1 | 2 | 2 | |
| BASE | 174 | 14 | 53 | 44 | 9 | 28 | 31 | 25 | 19 | 45 | 32 | 39 | 25 | 31 | 2 |
| MEAN | 1.96 | 1.93 | 1.94 | 1.82 | 2.11 | 2.00 | 1.94 | 2.20 | 2.11 | 1.84 | 2.16 | 1.87 | 2.04 | 1.97 | 2.00 |
| SIGMA | 197<br>100.0% | 16<br>100.1% | 58<br>100.0% | 55<br>100.0% | 9<br>99.9% | 36<br>100.1% | 35<br>100.0% | 27<br>99.9% | 19<br>99.9% | 55<br>100.0% | 32<br>100.0% | 44<br>100.0% | 29<br>99.9% | 35<br>100.0% | 2<br>100.0% |

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
DOUBLE BREASTING

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 173 | 13 | 50 | 46 | 8 | 29 | 31 | 26 | 18 | 46 | 28 | 43 | 24 | 30 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT | 7 | 1 | 2 | 3 | | 1 | 1 | 1 | | | 1 | | 4 | 2 | |
| (1) | 4.0% | 7.7% | 4.0% | 6.5% | | 3.4% | 3.2% | 3.8% | | | 3.6% | | 16.7% | 6.7% | |
| MODERATELY IMPORTANT | 41 | 2 | 12 | 9 | 2 | 8 | 7 | 6 | 3 | 13 | 2 | 13 | 5 | 7 | 1 |
| (2) | 23.7% | 15.4% | 24.0% | 19.6% | 25.0% | 27.6% | 22.6% | 23.1% | 16.7% | 28.3% | 7.1% | 30.2% | 20.8% | 23.3% | 50.0% |
| NOT IMPORTANT | 31 | 3 | 9 | 5 | 4 | 6 | 7 | 3 | 5 | 7 | 7 | 7 | 5 | 5 | |
| (3) | 17.9% | 23.1% | 18.0% | 10.9% | 50.0% | 20.7% | 22.6% | 11.5% | 27.8% | 15.2% | 25.0% | 16.3% | 20.8% | 16.7% | |
| NEED MORE INFORMATION | 94 | 7 | 27 | 29 | 2 | 14 | 16 | 16 | 10 | 26 | 18 | 23 | 10 | 16 | 1 |
| | 54.3% | 53.8% | 54.0% | 63.0% | 25.0% | 48.3% | 51.6% | 61.5% | 55.6% | 56.5% | 64.3% | 53.5% | 41.7% | 53.3% | 50.0% |
| NO ANSWER | 24 | 3 | 8 | 9 | 1 | 7 | 4 | 1 | 1 | 9 | 4 | 1 | 5 | 5 | |
| BASE | 79 | 6 | 23 | 17 | 6 | 15 | 15 | 10 | 8 | 20 | 10 | 20 | 14 | 14 | 1 |
| MEAN | 2.30 | 2.33 | 2.30 | 2.12 | 2.67 | 2.33 | 2.40 | 2.20 | 2.63 | 2.35 | 2.60 | 2.35 | 2.07 | 2.21 | 2.00 |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 99.9% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 99.9% | 100.1% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987: OCCUPATIONAL DISEASE NOTIFICATION

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 185 | 15 | 54 | 49 | 9 | 32 | 33 | 27 | 19 | 49 | 31 | 43 | 27 | 33 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT (1) | 37 | 4 | 10 | 9 | 3 | 7 | 8 | 4 | 2 | 9 | 5 | 7 | 9 | 7 | |
| | 20.0% | 26.7% | 18.5% | 18.4% | 33.3% | 21.9% | 24.2% | 14.8% | 10.5% | 18.4% | 16.1% | 16.3% | 33.3% | 21.2% | |
| MODERATELY IMPORTANT (2) | 67 | 4 | 19 | 16 | 3 | 12 | 11 | 11 | 4 | 22 | 10 | 16 | 6 | 12 | 1 |
| | 36.2% | 26.7% | 35.2% | 32.7% | 33.3% | 37.5% | 33.3% | 40.7% | 21.1% | 44.9% | 32.3% | 37.2% | 22.2% | 36.4% | 50.0% |
| NOT IMPORTANT (3) | 46 | 3 | 17 | 10 | 2 | 10 | 10 | 2 | 7 | 5 | 8 | 14 | 7 | 11 | 1 |
| | 24.9% | 20.0% | 31.5% | 20.4% | 22.2% | 31.3% | 30.3% | 7.4% | 36.8% | 10.2% | 25.8% | 32.6% | 25.9% | 33.3% | 50.0% |
| NEED MORE INFORMATION | 35 | 4 | 8 | 14 | 1 | 3 | 4 | 10 | 6 | 13 | 8 | 6 | 5 | 3 | |
| | 18.9% | 26.7% | 14.8% | 28.6% | 11.1% | 9.4% | 12.1% | 37.0% | 31.6% | 26.5% | 25.8% | 14.0% | 18.5% | 9.1% | |
| NO ANSWER | 12 | 1 | 4 | 6 | | 4 | 2 | | | 6 | 1 | 1 | 2 | 2 | |
| BASE | 150 | 11 | 46 | 35 | 8 | 29 | 29 | 17 | 13 | 36 | 23 | 37 | 22 | 30 | 2 |
| MEAN | 2.06 | 1.91 | 2.15 | 2.03 | 1.88 | 2.10 | 2.07 | 1.88 | 2.39 | 1.89 | 2.13 | 2.19 | 1.91 | 2.13 | 2.50 |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.1% | 100.0% | 100.1% | 99.9% | 100.1% | 99.9% | 99.9% | 100.0% | 100.0% | 100.0% | 100.1% | 99.9% | 100.0% | 100.0% |

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
INCREASE IN MINIMUM WAGE

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 189<br>100.0% | 14<br>100.0% | 55<br>100.0% | 52<br>100.0% | 9<br>100.0% | 32<br>100.0% | 34<br>100.0% | 27<br>100.0% | 19<br>100.0% | 53<br>100.0% | 32<br>100.0% | 43<br>100.0% | 26<br>100.0% | 33<br>100.0% | 2<br>100.0% |
| VERY IMPORTANT (1) | 57<br>30.2% | 7<br>50.0% | 15<br>27.3% | 15<br>28.8% | 4<br>44.4% | 11<br>34.4% | 9<br>26.5% | 8<br>29.6% | 7<br>36.8% | 18<br>34.0% | 12<br>37.5% | 13<br>30.2% | 7<br>26.9% | 7<br>21.2% | |
| MODERATELY IMPORTANT (2) | 63<br>33.3% | | 20<br>36.4% | 19<br>36.5% | 2<br>22.2% | 12<br>37.5% | 11<br>32.4% | 6<br>22.2% | 8<br>42.1% | 19<br>35.8% | 13<br>40.6% | 14<br>32.6% | 6<br>23.1% | 10<br>30.3% | 1<br>50.0% |
| NOT IMPORTANT (3) | 62<br>32.8% | 7<br>50.0% | 20<br>36.4% | 16<br>30.8% | 3<br>33.3% | 7<br>21.9% | 12<br>35.3% | 11<br>40.7% | 4<br>21.1% | 11<br>20.8% | 6<br>18.8% | 16<br>37.2% | 12<br>46.2% | 16<br>48.5% | 1<br>50.0% |
| NEED MORE INFORMATION | 7<br>3.7% | | | 2<br>3.8% | | 2<br>6.3% | 2<br>5.9% | 2<br>7.4% | | 5<br>9.4% | 1<br>3.1% | | 1<br>3.8% | | |
| NO ANSWER | 8 | 2 | 3 | 3 | | 4 | 1 | | | 2 | | 1 | 3 | 2 | |
| BASE | 182 | 14 | 55 | 50 | 9 | 30 | 32 | 25 | 19 | 48 | 31 | 43 | 25 | 33 | 2 |
| MEAN | 2.03 | 2.00 | 2.09 | 2.02 | 1.89 | 1.87 | 2.09 | 2.12 | 1.84 | 1.85 | 1.81 | 2.07 | 2.20 | 2.27 | 2.50 |
| SIGMA | 197<br>100.0% | 16<br>100.0% | 58<br>100.1% | 55<br>99.9% | 9<br>99.9% | 36<br>100.1% | 35<br>100.1% | 27<br>99.9% | 19<br>100.0% | 55<br>100.0% | 32<br>100.0% | 44<br>100.0% | 29<br>100.0% | 35<br>100.0% | 2<br>100.0% |

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
POLYGRAPH PROHIBITION

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATERIALS | HARDWARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 183 | 15 | 54 | 48 | 9 | 31 | 33 | 27 | 19 | 48 | 30 | 43 | 27 | 33 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT (1) | 20 | 4 | 8 | 4 | | 4 | 2 | 2 | 1 | 5 | 4 | 4 | 5 | 2 | |
| | 10.9% | 26.7% | 14.8% | 8.3% | | 12.9% | 6.1% | 7.4% | 5.3% | 10.4% | 13.3% | 9.3% | 18.5% | 6.1% | |
| MODERATELY IMPORTANT (2) | 41 | 5 | 9 | 13 | | 6 | 9 | 9 | 1 | 8 | 4 | 17 | 3 | 9 | |
| | 22.4% | 33.3% | 16.7% | 27.1% | | 19.4% | 27.3% | 33.3% | 5.3% | 16.7% | 13.3% | 39.5% | 11.1% | 27.3% | |
| NOT IMPORTANT (3) | 101 | 5 | 33 | 26 | 7 | 17 | 16 | 14 | 15 | 26 | 18 | 20 | 15 | 20 | 2 |
| | 55.2% | 33.3% | 61.1% | 54.2% | 77.8% | 54.8% | 48.5% | 51.9% | 78.9% | 54.2% | 60.0% | 46.5% | 55.6% | 60.6% | 100.0% |
| NEED MORE INFORMATION | 21 | 1 | 4 | 5 | 2 | 4 | 6 | 2 | 2 | 9 | 4 | 2 | 4 | 2 | |
| | 11.5% | 6.7% | 7.4% | 10.4% | 22.2% | 12.9% | 18.2% | 7.4% | 10.5% | 18.8% | 13.3% | 4.7% | 14.8% | 6.1% | |
| NO ANSWER | 14 | 1 | 4 | 7 | | 5 | 2 | | | 7 | 2 | 1 | 2 | 2 | |
| BASE | 162 | 14 | 50 | 43 | 7 | 27 | 27 | 25 | 17 | 39 | 26 | 41 | 23 | 31 | 2 |
| MEAN | 2.50 | 2.07 | 2.50 | 2.51 | 3.00 | 2.48 | 2.52 | 2.48 | 2.82 | 2.54 | 2.54 | 2.39 | 2.44 | 2.58 | 3.00 |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.1% | 100.0% | 100.0% | 100.1% | 99.9% | 100.0% | 100.0% | 100.1% | 100.0% |

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987: CATASTROPHIC HEALTH INSURANCE

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | ANNUAL DOLLAR VOLUME | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BLDG. MATER-IALS | HARD-WARE | HAND/ POWER TOOLS | AUTO/ TOYS/ SPORTS | LAWN/ GARDEN | PLUMB-ING/ ELEC. | PAINT/ SUN-DRIES | HOUSE-WARE | UNDER $5 MIL. | $5-10 MIL. | $10-25 MIL. | $25-50 MIL. | OVER $50 MIL. | NO ANSWER |
| TOTAL ANSWERING | 188 | 15 | 55 | 50 | 9 | 32 | 34 | 27 | 19 | 52 | 31 | 43 | 27 | 33 | 2 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY IMPORTANT (1) | 85 | 7 | 23 | 21 | 3 | 16 | 18 | 12 | 10 | 20 | 17 | 21 | 13 | 13 | 1 |
| | 45.2% | 46.7% | 41.8% | 42.0% | 33.3% | 50.0% | 52.9% | 44.4% | 52.6% | 38.5% | 54.8% | 48.8% | 48.1% | 39.4% | 50.0% |
| MODERATELY IMPORTANT (2) | 61 | 4 | 19 | 20 | 5 | 9 | 9 | 7 | 4 | 21 | 9 | 10 | 9 | 12 | |
| | 32.4% | 26.7% | 34.5% | 40.0% | 55.6% | 28.1% | 26.5% | 25.9% | 21.1% | 40.4% | 29.0% | 23.3% | 33.3% | 36.4% | |
| NOT IMPORTANT (3) | 19 | 2 | 9 | 2 | 1 | 2 | 3 | 3 | | 4 | 2 | 5 | 2 | 5 | 1 |
| | 10.1% | 13.3% | 16.4% | 4.0% | 11.1% | 6.3% | 8.8% | 11.1% | | 7.7% | 6.5% | 11.6% | 7.4% | 15.2% | 50.0% |
| NEED MORE INFORMATION | 23 | 2 | 4 | 7 | | 5 | 4 | 5 | 5 | 7 | 3 | 7 | 3 | 3 | |
| | 12.2% | 13.3% | 7.3% | 14.0% | | 15.6% | 11.8% | 18.5% | 26.3% | 13.5% | 9.7% | 16.3% | 11.1% | 9.1% | |
| NO ANSWER | 9 | 1 | 3 | 5 | | 4 | 1 | | | 3 | 1 | 1 | 2 | 2 | |
| BASE | 165 | 13 | 51 | 43 | 9 | 27 | 30 | 22 | 14 | 45 | 28 | 36 | 24 | 30 | 2 |
| MEAN | 1.60 | 1.62 | 1.73 | 1.56 | 1.78 | 1.48 | 1.50 | 1.59 | 1.29 | 1.64 | 1.46 | 1.56 | 1.54 | 1.73 | 2.00 |
| SIGMA | 197 | 16 | 58 | 55 | 9 | 36 | 35 | 27 | 19 | 55 | 32 | 44 | 29 | 35 | 2 |
| | 99.9% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 99.9% | 100.0% | 100.1% | 100.0% | 100.0% | 99.9% | 100.1% | 100.0% |